

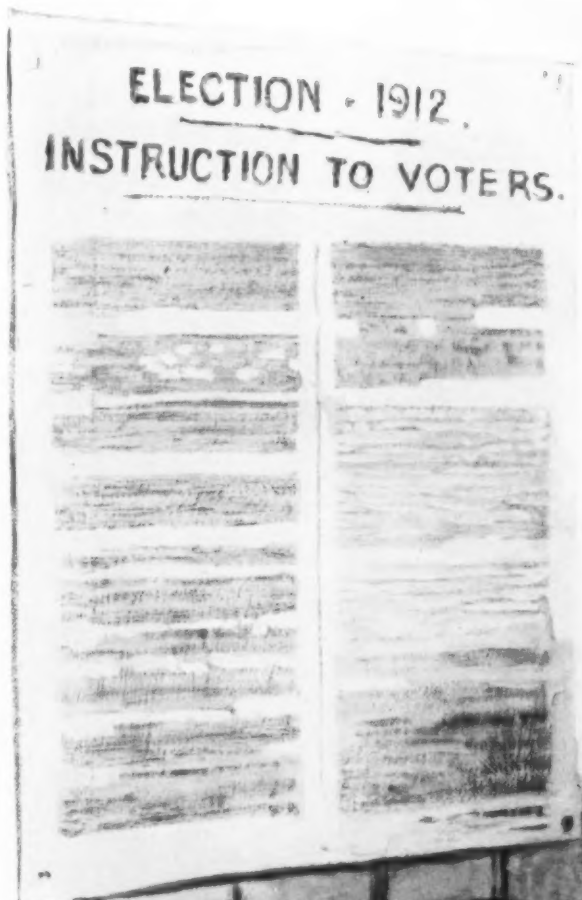
JUN 22 1912

JUNE 27, 1912

PRICE 10 CENTS

Leslie's

THE PEOPLE'S WEEKLY



S. M. Arthur

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THE CHARLES SCHMIDT PRESS

The Man Who Will Elect the Next President

OVER 350,000 COPIES THE ISSUE



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Painted by Edward V. Brewer for Cream of Wheat Company.

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THE PEOPLE'S WEEKLY

THE OLDEST ILLUSTRATED WEEKLY
NEWSPAPER IN THE UNITED STATES
ALL THE NEWS IN PICTURES

"In God We Trust."

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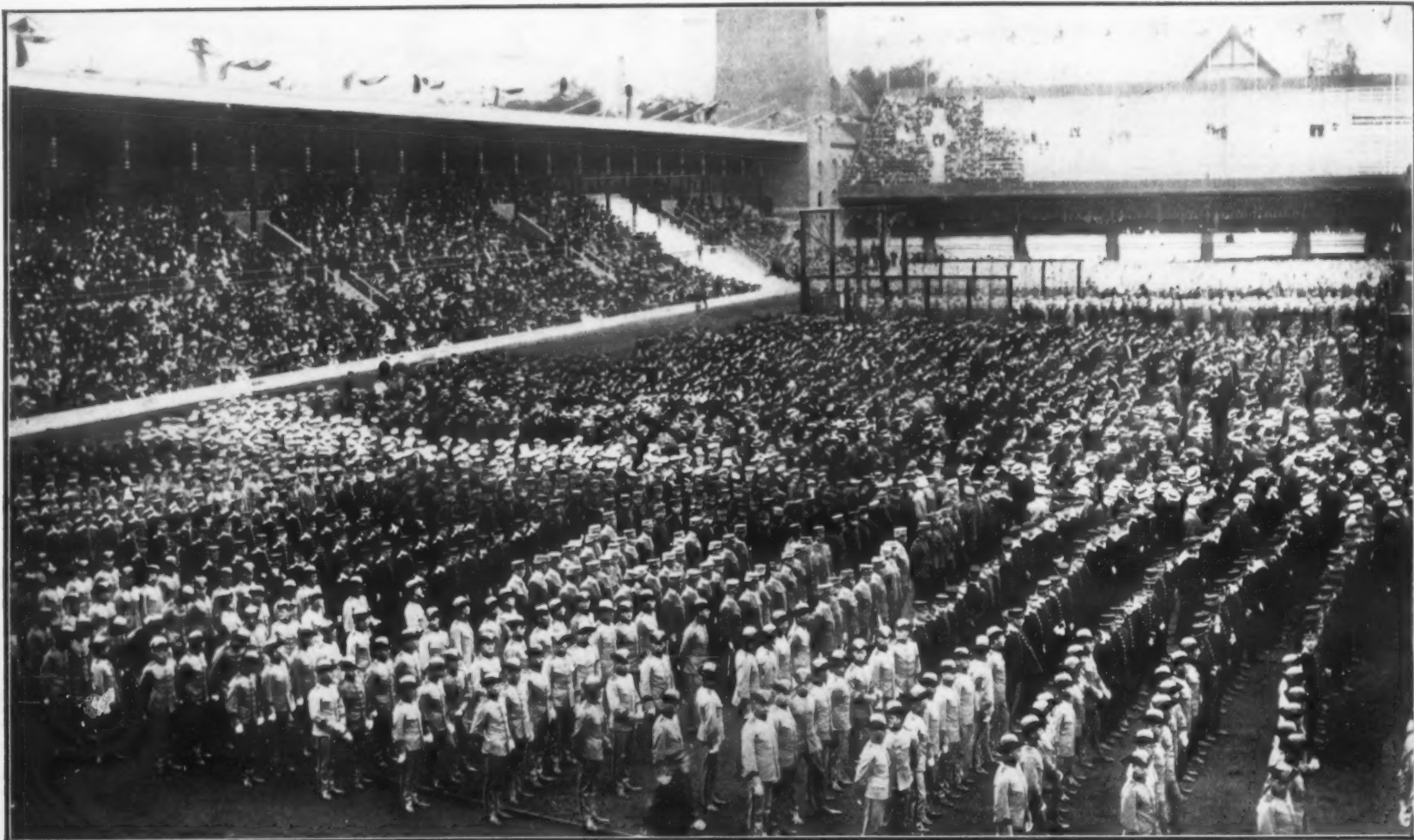
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Westward: Aug. 31, Sept. 14, Eastward: Oct. 26, Nov. 16, Jan. 4. From 2 1/2 to 7 months journeys under exceptional cost. Membership limit 12 persons. Complete program free on request. Similar high class South America tours, including Panama, in Sept. and Feb.

FRANK C. CLARK, Times Bldg., N. Y.

Doings of the Time Told in Pictures



WHERE THE ATHLETES OF THE NATIONS WILL COMPETE IN MANY CONTESTS.

AMERICAN PRESS ASSOCIATION

Dedication of the great stadium at Stockholm, Sweden, where the Olympic games of 1912 will be held. This structure was opened by King Haakon in person, in the presence of many diplomatic representatives, other officials and a great crowd of spectators. A choir of five hundred sang patriotic songs, and several athletic exhibitions were given. The picture shows a large number of athletes standing in the arena.



HARRIS & EWING

SOME OF THE MANY BEAUTIES OF OREGON.

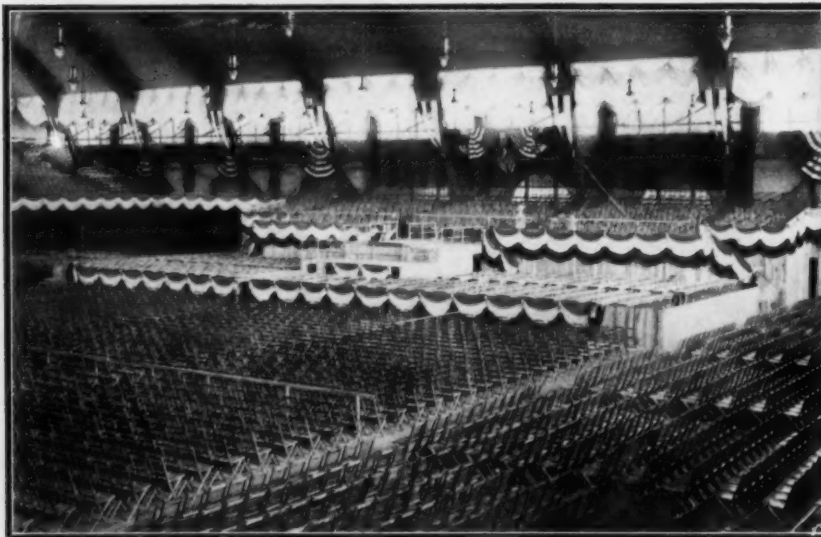
Nine red-cheeked young women from the North Pacific Coast State, who visited Washington, called on President Taft and had their pictures taken with him. The President expressed his great gratification at the honor done him and the young women were all convinced that he should be renominated. Left to right: Gertrude Pollock, Dallas; Della Harold, Scio; Charlotte Jones, La Grand; Anne Markel, Bend; Philip S. Bates of Portland, Senator George E. Chamberlain of Oregon, President Taft, Agnes Miller, Burns; Mabel Pittman, Condon; Mrs. H. A. Hartshorn, Condon; Bertha Willerton, Dallas, and Grace Garvin, Central Point.



INTERNATIONAL NEWS SERVICE

EXTRAORDINARY PHOTOGRAPH OF A FIERCE RIOT.

Strikers attacking the American Smelting and Refining Works, at Perth Amboy, New Jersey. The fence enclosing the plant was set on fire and the rioters hurled missiles into the works. Deputy sheriffs fired on the crowd and three men were killed and many wounded. Jacob Powell and Stephen Burshack (indicated by arrows) were among those shot, Burshack being killed. The 1,200 employees of the smelting company, and 3,600 in four other establishments, struck for higher pay. The men were, it is alleged, instigated to violence by labor agitators. All the plants concerned were bombarded with stones, the damage aggregating hundreds of thousands of dollars.



MRS. G. R. MILLER

MEETING PLACE OF THE DEMOCRATIC NATIONAL CONVENTION.

A sea of chairs in the Fifth Regiment Armory at Baltimore, just before the delegates gathered to nominate a candidate for President. Fifteen thousand chairs were placed in the armory to accommodate the great host expected to be present.



MAGAZINE WORKERS HAVE A JOYOUS OUTING.

Members of the Representatives' club, composed of persons who work in many magazine offices in New York City, photographed at their annual frolic on the New York Athletic Club grounds, Travers Island, N. Y. The events of the day included a variety of games, a clam bake, etc.

Leslie's Illustrated News of the World



THE SUNDAY SCHOOL'S GREAT POPULARITY IN JAPAN.

COURTESY WORLD'S SUNDAY SCHOOL ASSOCIATION

Union Sunday school rally in Hibya Park, at Tokio, while the sixth National Sunday School Convention was in session there. Christian Sunday schools in Japan are increasing in number rapidly. Realizing the drawing power of the schools, these Buddhists are beginning to build temples for their children and to install organs and music to attract them, as is the case in Sunday schools.



M'DOWELL

BUILDERS UP OF A MAGNIFICENT DOMAIN.

Delegates to the Northwestern Development Congress, which recently met at Seattle, Washington. They represented the seven States of the American Northwest and Alaska. The congress considered matters and measures looking to the development of and increase of prosperity in that great section of the national domain which is so rich in natural resources.



HASKELL

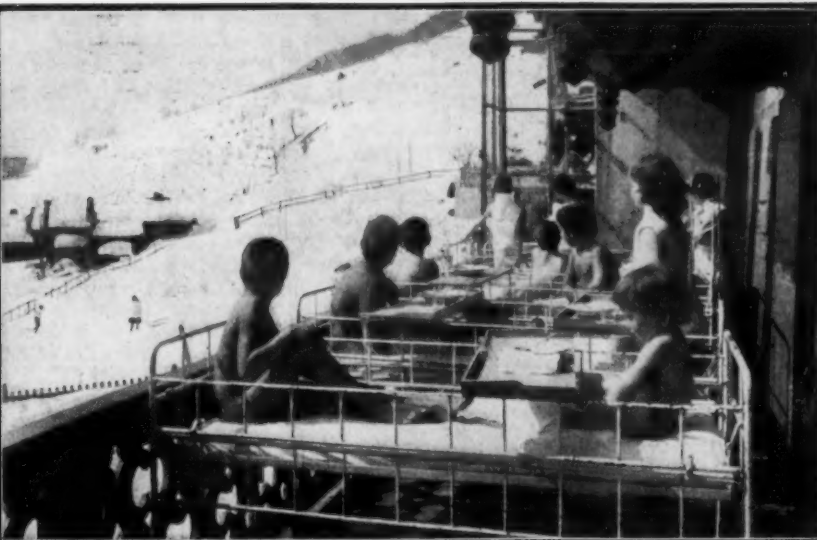
A BIG BLAZE IN A PACIFIC COAST CITY.

Ruins of the St. Paul and Tacoma Lumber Company's mill at Tacoma, Washington, which was destroyed by flames with a loss of \$500,000. The mill was the largest on the coast. It had a capacity of 350,000 feet of lumber in a twenty-hour run. The fire threw 500 men out of work. The structure will be rebuilt.



A VOLCANIC ERUPTION WORKS HAVOC IN ALASKA.

View of the town of Seward, on the southern coast of the Territory, from which point relief is being sent to the many sufferers from the eruption of Katmai volcano on the Island of Kodiak, twenty-four hours' sail south of Seward. A revenue cutter saved the inhabitants of the island, but it is reported that 200 lives were lost by the destruction of seven fishing villages on the Alaskan peninsula by ashes thrown out by the volcano. Kodiak Island was covered with ashes twelve inches deep and in some places the ashes were twenty feet deep. Vegetation and animals all over the island were destroyed.



COURTESY OF MEDICAL RECORD

HEALING THE SICK WITH SUN AND COLD AIR.

Little patients exposed unclad to the sunlight and cold air at Dr. Rollier's sanitarium at Leysin, Switzerland, amid the Alps, at an altitude of 5,000 feet. Here 350 children suffering from surgical tuberculosis and Pott's disease of the spine are treated in a novel manner. The youngsters are gradually deprived of clothing until they become inured to the low temperature while in a nude state. Then they are kept outdoors in the sun for hours daily. They become tanned and hardy and most of them recover. Out of 369 cases of surgical tuberculosis 78 per cent. recovered and only 4 per cent. succumbed. Of 61 cases of Pott's disease 45 recovered and 10 improved.

E D I T O R I A L

The Peril of Our Land.

By Chancellor Day of Syracuse University.

THE MEN who teach that constitutions established on battlefields of human liberty are barriers of personal freedom, who ridicule courts of justice founded upon principles of eternal righteousness as arbitrarily oppressive of human rights, who preach class hate and pose as the defenders of the people, are followed by droves of the unthinking, who some day will awake to find themselves in a barren wilderness of anarchism and self-destructive socialism.

The peril of our land to-day is those teachers who appeal to the ignorance and passion of the people, arraying them against the institutions secured at Concord and Lexington, at Valley Forge and Monmouth, and defended by a million men whose graves were strewn with flowers a few days ago.

I wonder that the great sustaining, foundation class of our citizens do not resent this implication of ignorance, this infamous impeachment of their intelligence, and hurl such foes of our country down to their own place.

Nothing will bring us to immovable foundations, nothing will secure to us our inheritance as a great and imperishable people, nothing will establish the perfect equilibrium of justice and content between all classes, so that the rich shall always apply the Golden Rule and the poor trust God and not complain, but that true gospel preached by the Methodist Asbury and his mighty host, as on horseback they rode from the Atlantic to the far wilderness; by the Presbyterians and Episcopalians from the Canadas to the Appalachians; by the Baptists with their martyrs; by the Congregationalist Edwards, under whose preaching men held by the pillars of the church lest they drop into perdition; by heroic Lutherans, who have always insisted upon the liberty and responsibility of conscience, and by devoted Catholics, whose Marquettes, Nicollets and Hennepins were found from the St. Lawrence to the Father of Waters.

It Lives!

MEN MAY come and men may go, but the republic lives on forever.

Bosses may rise and bosses may fall, but the Republican party will survive and go on to final victory.

Presidents may win and Presidents may lose, candidates may quarrel and platforms may be perverted, but the rank and the file of the voting masses ultimately will come to a sound decision.

This nation was not born in a day. It was the outcome of a long and bitter struggle. It survived the shock of war with other nations. It came out of its civil strife chastened and strengthened.

It has passed through many waves of adversity. It has swept away obstacles that seemed insurmountable. It has overthrown demagogues and demolished disturbers. It will do it again.

Once more it is being put to the test. Experimental theorists, self-seeking egotists and loud-mouthed demagogues are having their day. Whether it will be a long or a short one depends upon the common sense of the American people.

Are all the lessons taught by the bitter experiences of the past to go for naught and be forgotten? We hope not. We believe not.

"God reigns and the government at Washington still lives."

"Busting" the Coffee Trust.

THE United States consumes about a third of the world's coffee crop. If anything could properly be done to reduce the price of coffee, we would all appreciate it. A few years ago the coffee crop of Brazil was so large that it was salable only at a loss. This was similar to the experience of the cotton growers of the South not long ago, when there was an overproduction of the staple. Leading cotton growers then seriously proposed to form a combination to withhold cotton from the market and thus lessen the supply, stimulate the demand and increase the price. Brazil adopted this plan, and the government stood with its credit behind the coffee farmers. It floated a loan of \$75,000,000 to finance the scheme of suppressing competition and withholding coffee from the market until it could be sold at a satisfactory price.

Bankers of France, Germany and the United States thought it would be beneficial to the trade of their respective countries to take a part of the Brazilian coffee loan, and they did so. All of a sudden, our trust-busting Attorney-General, Mr. Wickersham, discovered that there was a coffee trust in Brazil. He undertook to smash it. The Brazilian government entered its protest. Joseph H. Choate did not hesitate, in court, to intimate that some who were particularly eager to bring the suit against the so-called coffee trust were not animated by patriotic

motives, but were more concerned with speculation in the coffee market.

Of course no one believes that the trust-busters at Washington have any interest in coffee speculation, but the alacrity with which some of the Federal officials have listened to rumor mongers, agitators and others who appeared in the guise of the people's friend has not always been commendable. The humiliating breakdown of the prosecution of the so-called wall paper trust and the impending failure of other equally groundless trust prosecutions are evidence of the fact that more zeal than discretion has been shown at times by our fiery Attorney-General.

We are not surprised, under all the circumstances, that our wide-awake Secretary of State, Mr. Knox, fresh from his visit to our southerly neighbors, recommended to the President the withdrawal of the civil action against the coffee trust, because of possible complications with Brazil. It is more a question for settlement by diplomacy than by the courts.

The people of this country would like to have cheap coffee, but if Brazil, in the interests of its coffee growers, combines to maintain the price of coffee at a figure satisfactory to the growers, it gives us something in return, for it has opened a market on advantageous terms for many of the products of our farms and factories. We are all anxious to buy at the lowest figures and equally anxious to sell at the highest prices. Demagogues have been making most of this fact in their appeals to the selfishness as well as the credulity of the people.

Every Girl in Danger.

THE white slave trader is able to entrap almost any woman or girl whom he selects. This startling statement is made by no unreliable social agitator, but by a government official—Stanley W. Finch, chief of the Bureau of Investigation of the Federal Department of Justice. Speaking at the congress of the World's Purity Federation, in Louisville, Ky., on the white slave traffic, Mr. Finch said, "These creatures are no respecters of persons. While they prefer very young girls, they frequently select young women who are wives and mothers. Their methods have been so developed that they seem able to ensnare almost any woman or girl whom they select. This is an extraordinary statement, but that it is true no one can doubt who reviews the evidence already in the possession of the Attorney-General's Bureau of Investigation."

No young girl is absolutely safe, especially if she be attractive and belong to the large class who are compelled to seek work. When deception and trickery fail, the victims are recruited by force. Skilled observers of human nature, procurers usually single out girls who, though virtuous, are impatient of parental restraint and desirous of seeking their own amusements and recreation. The traffic has been so thoroughly systematized that, with this weakness among girls to begin with, and the theater, the moving-picture show, the skating rink and the dance hall as his field, the slaver is almost certain to succeed in his diabolical schemes. The State cannot take the place of parents in the oversight and training of their children, but the State can regulate and supervise all places of amusement, and so surely and severely punish all found guilty of procuring girls for immoral purposes that the traffic will be destroyed.

Fighting for Peace.

THE FOREMOST reference in the platform of the eighteenth annual meeting of the Lake Mohonk Conference on International Arbitration was given to the "illustrious service" of President Taft in seeking to secure the general arbitration treaties with Great Britain and France.

There can be no doubt, as the platform affirms, that the "President in this memorable effort represented the great popular sentiment of the American people." The defeat of the treaties is regrettable not so much because of the effort to deprive Mr. Taft of the credit of so noble an achievement, but because such treaties had they been adopted would have been a model for others, and an inspiration for similar treaties between other great nations of the world. The worst that can be said is that the movement has been checked for a time.

Albert K. Smiley, founder and host of the conference, gave an encouraging review of the numerous questions of dispute now being arbitrated, pointing out that this very fact was the best illustration of the "need of an international court of such a character that the great majority of differences will naturally flow to it instead of to special tribunals where the element of compromise is always liable to creep in."

In his suggestive address on the "Press and International Arbitration," W. C. Deming, editor of the Wyoming Tribune, declared that the success of the peace movement was dependent on the support of the press of the different countries. Acting in unison the newspapers and magazines in the United States he said, "can create a sentiment within twelve months which will force Congress to invite every civilized nation on the globe to become an irrevocable party to an international court." There is a large section of the press which has neglected this, as it has every other great question, for matters purely sensational, but as a whole we believe the newspapers and magazines of the country have given gen-

erous space and attention to the various phases of the peace movement. An example of this is the newspaper publicity always given to the Lake Mohonk conferences.

The Plain Truth.

WINNER! Politicians may fight over the candidates, but the man who will elect the next President will be the silent, thoughtful voter. See his picture on the cover of LESLIE'S.

INGENIOUS! The world recognizes the ingenuity of the so-called Yankee. We supply every nation with the most improved mechanical devices. It is in the recollection of many of our readers when the first typewriter, the first cash register and the first adding machine appeared. There were those who questioned the general utility of these inventions. Now they have become necessities of the business world. Official figures show that the United States is the chief exporter of all these devices, so that the world writes, pays and counts on its fingers. Last year our exports of typewriters were valued at \$12,000,000, or eight times as much as in 1897. Of cash registers, the exports increased from \$813,096 in 1900 to \$3,500,000 last year. With such figures as these before us, why shouldn't we all turn in and get behind the prosperity of the country, instead of endeavoring to push it backward with a destructive policy of trust-busting and railroad-smashing?

SENSE! Politicians find very few defenders nowadays. Perhaps they do not deserve a defense, but this is not the idea of the Hon. Patrick E. McCabe, of Albany, for many years a conspicuous member of the Democratic State committee of New York, and this year a delegate to the Democratic national convention at Baltimore. Mr. McCabe belongs to the school of practical politicians of the old-fashioned kind and of the Samuel J. Tilden and David B. Hill model. In a long and decidedly interesting contribution, printed in the Albany (N. Y.) Times-Union, he gives some of his "Political Observations." He does not believe that the politicians are devoid of all the virtues and the possessors of all the vices, and he gives reasons for the faith that is in him. They are told with such frankness and clearness that they challenge the opposition to reply. Mr. McCabe believes with Horatio Seymour that "politics brings out the best there is in men." He fires the first gun in the campaign against the common enemy and he hits the mark.

EDISON! After the Titanic disaster, the suggestion was promptly made that inventors might employ their talents most properly in securing a device to automatically warn steamships of the proximity of icebergs. Letters were printed in New York and London newspapers from correspondents, inquiring why such an arrangement could not be provided on every great steamship—one that would record the temperature of the ocean, as soon as it was lowered by the floating icebergs, and sound a warning signal. The editor of LESLIE'S, at the request of several readers, submitted this suggestion to Thomas A. Edison, the famous inventor. His reply seems to be conclusive. He says, "Your favor, inclosing newspaper clipping relating to automatic recording of ocean temperatures, has been received, and in reply would say that I think such a device is of no great value. Actual experiments show that at times there are eddies in the ocean which cause the water near an iceberg to indicate a higher temperature than in other water taken at some distance from the berg." This should settle the matter.

PROSPERITY! A few years ago every political platform gave as its first pledge the prosperity of the people, every stump speaker promised that his party would bring good times, every political organ preached the full dinner pail and the full shop. Are these all forgotten? Now political platforms are filled with demands for experimental legislation—recalls, referendums, new-fangled notions in voting, new regulation of railroads and new taxes and hardships for every corporation. Whose fault is it? While demagogues have been busy fomenting discord, captains of industry have been busy making money. At last the awakening has come. Great industries dependent upon the railways for their welfare have organized a railway business association and are appealing to the people for fair play. For four years those engaged in this group of industries, making appliances for the railways and employing 1,500,000 workmen, have been studying the connection between railway regulation and prosperity. The president of the association, George A. Post, says truthfully that, while the government has been fostering water transportation, agriculture, forestry, mining and foreign trade, the railways have been neglected. The time has come when rail transportation should be recognized as an industry worthy of encouragement. To this end the political parties are asked in their platforms this year, while reaffirming the necessity for governmental regulation of railroads, to favor a policy also that will promote the prosperity and growth of our highways of commerce and that "shall provide that in all adjustments of rates ample revenue shall be insured them to meet existing obligations and to attract capital for necessary improvements and extensions." Why not?

Glorious June Week at the Naval Academy



President Taft addressing the graduating class of 1912 in the magnificently decorated armory of the Naval Academy at Annapolis. A distinguished assemblage was present, and society was out in force. The President reminded the new naval officers of the record of the American Navy and urged them to live up to its traditions. He said that the American people seemed to feel that there was greater need for a big navy than for a big army. Senator Swanson of Virginia also addressed the graduates on behalf of the board of visitors. The President handed to each graduate his diploma as his name was called.



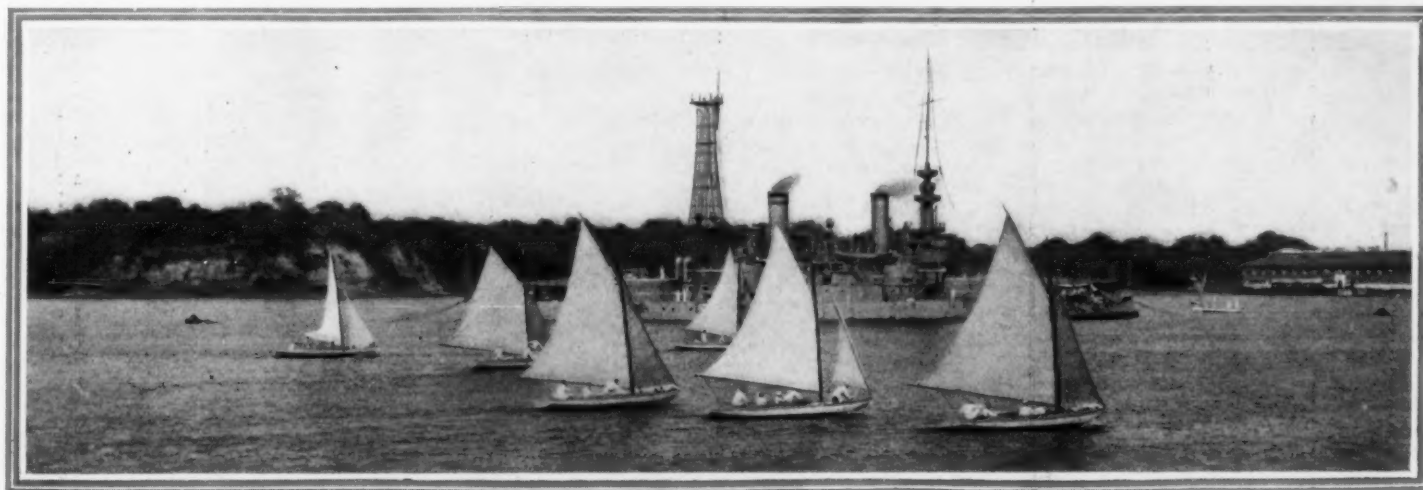
Some of the many beautiful, vivacious and handsomely attired young ladies who saw the medals and prizes awarded to graduating midshipmen. June Week at the Naval Academy is always a great social event and it attracts thousands of the lights of society.



A brilliant student rewarded. Hon. F. C. Talbott of Maryland presenting Midshipman H. E. Saunders of Detroit, Michigan, with a cup given by the National Society Daughters of the American Revolution for excellence in seamanship and international law. Saunders was the honor man of his class with the highest record ever made at the academy. He captured four trophies in all.



Unique view of the first crew of the Naval Academy. The picture was taken from the top of the drawbridge across the Severn River. The crew was directly under the camera. Reading from bottom of picture up: Pickering, coxswain; Greenman, stroke (captain); Palmer, Forde, Vaughn, Leighton, Ingram, Latimore, Wicks.



A great contrast in naval war craft. Cutter drill by the midshipmen on the Severn River at Annapolis, Maryland, with the battleship "Massachusetts" in the background. The art of managing sail vessels is still regarded as useful, although there are no longer any large sailing ships in the American Navy.

PHOTOS MRS. C. R. MILLER

The Centennial of a Noted State's Capital

By CHARLES M. HARVEY



LEE
M. BODA,
Secretary of the Ohio-
Columbus Centennial
Commission.

HENRY
H. BENNETT,
The commission's
assistant secretary
and art director.

EDMONSTON
S. W.
CRAWFORD,
Of East Liverpool, a
prominent member
of the commission.

BAKER ART GALLERY
GENERAL
R. B. BROWN,
Of Zanesville, one of
the commission's
leading members.

BAKER ART GALLERY
DR. WILLIAM O.
THOMPSON,
President Ohio State Uni-
versity, and President
Ohio-Columbus Centen-
nial Commission.

JOHN
A. POLAND,
Of Chillicothe, the
able historian of the
commission.

THEODORE
C. LAYLIN,
Master Ohio State
Grange, and Centen-
nial Commissioner.

BAKER ART GALLERY
C. ED-
WARD BORN,
Of Columbus, a zealous
Centennial Commis-
sion worker.

BAKER ART GALLERY
J. F.
STONE,
Of Columbus, the
Centennial Commis-
sion's treasurer.

MEMBERS OF THE OHIO-COLUMBUS CENTENNIAL COMMISSION.

BEGINNING on August 26th, 1912, and ending on September 6th, the centennial of the selection of Columbus as Ohio's permanent capital will be celebrated in that city. All the States of the old Northwest Territory—Ohio, Indiana, Michigan and Wisconsin—will be represented by their Governors and other officials, by militia and by distinguished citizens. President Taft and his Cabinet will also be there. So, too, will be special envoys of Italy and Spain, the former of which gave birth to the discoverer of the New World, and the latter of which sent him on his epoch-making voyage. During the celebration the Ohio State Fair will be in progress in Columbus. Exhibits of many kinds will be made by the United States government, as well as by the five States of the Territory, admission to all of them to be free to everybody there.

Throughout the celebration the observances will vary. Separate days will be devoted to women's clubs, to fraternities of different sorts, to musical societies, to agriculture, to labor and industry, and to reunions of veterans and other bodies. There will be automobile processions and aeroplane displays. On the day in which President Taft and the Cabinet take part in the ceremonies there will be a grand parade, participated in by United States troops, by the Governors and their military staffs of the various States, and by detachments of militia from all of them. On several nights there will be banquets and fireworks.

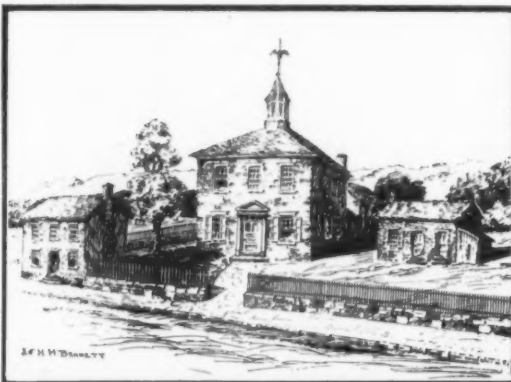
On four nights of the celebration there will be vast street pageants portraying typical scenes in the history of the Northwest Territory, from its discovery down to to-day, through the French, the British and the American periods of ascendancy. The spectator will see the work of the mound builders, who were especially active throughout the Ohio River valley and who left many of their monuments there; Indian life and episodes in Indian wars; La Salle discovering the Ohio River; the incoming of the pioneers; the planting of settlements in the wilderness; the advent of the first steamboat on Western waters; scenes in that part of the War of 1812 which took place in the Northwest Territory, including Crogan at Fort Stephenson and Perry's victory on Lake Erie, and the departure of troops for the front at the opening of the Civil War. Floats in the processions will depict the development of Ohio and the rest of the States of its region from the beginning down to 1912. In some of the night pageants the United States troops will participate. The exhibits by the United States government, it is estimated, will involve an expenditure of \$75,000.

Says Governor Harmon, "I indorse the idea of making the occasion one of even more than State-wide interest, including, as it should, the other great commonwealths of the Northwest Territory. The State government of Ohio and the city government of Columbus aim to make the affair so interesting and informing that people from a large part of the country will go there, and the railroads will be induced to make special rates for the occasion."

II.

In one or two important respects Columbus differs from most other cities. It was created by a decree of the Legislature. Before a single hut was erected there, that spot was chosen as the site of Ohio's permanent capital. At the outset Chillicothe was the State's seat of government, and it remained so, except for a short interval in which Zanesville held it; but in 1812, nine years after the State's admission, a spot in the wilderness nearer the center of the State was chosen, and thus Columbus was born. Legislative fiat placed it on the map. The State house grounds were staked off before a single building lot had been sold and before a squatter had made his appearance.

Containing 181,000 people in 1910, Columbus is one of the great cities of the country. It is the third city in Ohio, being led



OHIO'S FIRST STATE HOUSE.
It was erected at Chillicothe, which was the State's first capital.



THE SECOND OHIO STATE HOUSE.
This was located at Zanesville, which was the seat of government for a short time.



THE THIRD OHIO STATE HOUSE.
Built at Columbus in 1812 on the site of the present modern capitol.



WHERE THE BUCKEYE STATE LEGISLATORS NOW MEET.
West front of the fine and imposing State capitol at Columbus. The structure is 304 feet long by 184 feet wide and is built of limestone.

by Cleveland and Cincinnati, in this order, and ranks twenty-ninth among the cities of the United States. Only Boston, Indianapolis, Providence, St. Paul and Denver, among State capitals, exceed it in population. Its growth of forty-five per cent. in the decade was equaled by very few cities of its dimensions in the country. As a center for eighteen railroads, Columbus has direct communication with all parts of the United States. It is a favorite meeting place for conventions of national bodies of all kinds.

Situated on a high plateau on the Scioto, few cities anywhere are more attractive than Columbus. As the Legislature was its parent and as it was selected for an important State function, the State lawmakers may be said to have kept a watch over it from the beginning and it was built on an intelligent plan. Although it has already reached dimensions several times greater than had been looked for in its earlier days, its builders avoided many of the serious mistakes perpetrated in other municipalities. In a large degree it has escaped the haphazard growth which, in recent times, has impeded other cities. Most of its principal streets are wide and many of them have shade trees along their entire length. It has had less incentive than most of the large towns for the adoption of the "city beautiful" idea which has been planned for other places in the past decade, for it has fewer physical or esthetic blunders to correct.

But while Columbus, as the capital, has most of the State institutions, and thus has a certain social ascendancy in the commonwealth, these do not comprise the whole of its interests. It is also an important business center. From the latest report of its Chamber of Commerce, it appears that that city contains nearly a thousand places which may fairly be classified as factories. Among its leading industrial products are carriages, cars, car wheels, edge tools, mining machinery, boots and shoes, saddlery, harness, tile, brick and agricultural implements. It has several prominent daily newspapers, among them being the *News*, the *Dispatch* and the *State Journal*. In the latter part of October, 1911, the *State Journal* had its centennial and is thus older than the city. Established in the little hamlet of Worthington in 1811, a year before Columbus was founded, it moved to that place in 1814, is the oldest of its publications of any sort, and is one of the few dozen newspapers of the United States which have passed the century mark.

III.

Governor Harmon's desire to make the Ohio-Columbus centennial of "more than State-wide interest" is easily understood. Ohio has made a great deal of important history. It may be said to have started to make history before it had any white settlers except a few traders among the Indians and a handful of missionaries. The fight between the British and the French for the possession of the Ohio valley precipitated what was called the French and Indian War, which was the American projection of the Old World's Seven Years' War, in which, at one time and another, all the great nations of Europe were engaged, and which raged also in Asia. The expulsion of the French from Canada and the Mississippi and Ohio valleys removed the menace which the proximity of an alien race brought to the English-speaking peoples of this continent, and at the same time created issues that caused the conflict between the thirteen colonies and Great Britain which resulted in American independence.

The fourth State which was added to the original thirteen, Ohio is the oldest of the Western States and ranks fourth among the forty-eight in population, with 4,767,000 people in 1910. The ordinance of 1787, which prohibited the further introduction of slavery into the Northwest Territory, insured freedom in Ohio and the other four States into which the Territory was divided in the after day, and started the country on the career which made "freedom national and slavery sectional." As the only State between the slave region of the days

(Continued on page 735.)

American Marksmen at the Olympiad

SHOOTING with all forms of small arms is to be a feature of the Olympic games at Stockholm. The United States has entered a larger number of experts in this department of the international sports than ever before. Strong teams will compete in the rifle, pistol and shotgun events, and American shooting authorities look for

some excellent scores in this department of the Olympiad. The complete entry totaled 130 and was the first to be mailed to Stockholm. The list included the leading experts of the country, selected after a series of special trial shoots in which high-class scores were made.

The competitions include army rifle shoots, for

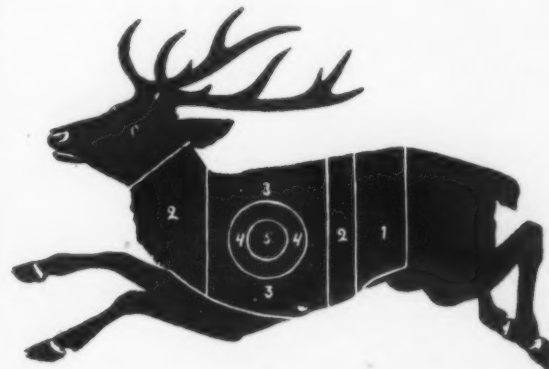
teams of six each, at 200, 400, 500 and 600 meters; individuals, at 300 and 600 meters. Pistol team competition, for four men, at 50 meters, and dual team shooting at 30 meters, with individual competition at 50 meters. In the clay bird events for shot-gun experts, the events include team competition for six men teams, one from each country, and individual contests. A feature of the Olympic shooting program is the running deer event, in which the leading rifle experts of the world will compete. The target is a life-size deer, under full speed, which will travel across an open space, 100 meters from the firing line. The open space in the run is 23 meters, and four seconds will be afforded the marksmen in which to make their shots.



Military figure target utilized for army shooting.



The United States 1912 Olympic Rifle Team. Left to right: Capt. C. L. Burdette, West Virginia N. G.; Ensign H. T. Bartlett, U. S. N.; Hospital Steward W. A. Sprout, U. S. N.; Lieut. Albert S. Jones, secretary National Rifle Association of America; Sergt. J. E. Jackson, Iowa N. G.; Lieut. Com. Harris Laning, U. S. N., team capt.; Capt. A. L. Briggs, U. S. A.; Col. William Libbey, team adjutant, Princeton, N. J.; Lieut. C. T. Osborn, U. S. N.; Sergt. H. L. Adams, U. S. A.; Capt. Fred S. Hird, Iowa N. G.



Running deer target for rifle competition. It will be life size, will move at full speed, and it will be a mark for the leading rifle experts of the world.



Sergeant H. L. Adams of Troop B, Fifteenth Cavalry, a member of the cavalry team for two years, and winner of the individual skirmish match at Camp Perry in 1910.



Captain F. S. Hird, inspector of small arms practice. In 1900 he was a member of the Iowa State Team in the national matches. He is a long range prone shooter of exceptional merit.



W. A. Sprout, hospital steward on the U. S. S. "North Dakota." He enlisted in 1900 and qualified as an expert marksman in 1903. He is expected to give a good account of himself at Stockholm.



Captain Allan L. Briggs, Twenty-sixth U. S. Infantry. He was a member of the infantry team which in 1910 established a world's record for twelve men at 200 yards off shoulder.



Sergeant John E. Jackson of Company D, Fifty-fourth Iowa Infantry. He has been a prominent marksman since he enlisted in 1907, and holds a number of State championships.



Lieutenant C. T. Osborn, stationed on the U. S. S. "Mississippi." He has been a member of several navy teams in national championship matches, and has displayed notable skill.



Dr. R. H. Sayre, entered in individual and duelling pistol shoots.



T. Le Boutiller, who will shoot in a pistol competition.



D. R. Culver, a shot-gun expert who will shoot at Stockholm. The Olympic Challenge Cup in the individual clay bird competition.



John H. Hendrickson, an American competitor in a number of trap shooting events.



Charles W. Billings, who is entered in the clay bird contests at Stockholm.

Mr. Carnegie Points Out the Perils of Panics

By WILLIAM ALLEN JOHNSTON

IT IS the little things, after all, that tell most about big men. When the typewritten manuscript of this interview was sent to Mr. Carnegie for his approval, the author placed two two-cent stamps upon the envelope. When the manuscript came back, Mr. Carnegie had, with his own hand, written "printed matter" on the envelope and underscored it emphatically—and the envelope carried one two-cent stamp.

One might write a book upon this incident, with chapters on Mr. Carnegie, Americans, our approaching era of conservation—a very short one on authors, too, perhaps. There is much food for thought in it, but at least a moral stands out very clearly. It is this: "Watch the pennies." It is a good motto for the American of to-day.

Most sightseers in New York know the great Carnegie mansion on upper Fifth Avenue; few, however, know that away off in one corner, reached by a succession of stately areas, is a workaday office, by contrast small and plainly furnished, in which the wealthiest but one man in the whole world works hard and steadily each day. He is seventy-seven years old. He has reached the age when most men so well advanced want to retire. Mr. Carnegie cannot. He may not want to, for, despite his white hair, he is trim and erect in figure and his eyes twinkle with the vitality that has made him a force in the world. He has evidently been fair to himself—to his health, which is another of those fundamental laws of success, like watching the pennies. And, also, he is working hard to-day to live up to the rest of the motto that spans the wall above his desk: "Be fair to yourself, and you will be fair to your fellow-man."

He works hard. Before him this day was a pile of papers more than half a foot thick, and he was attacking it laboriously. He is an old man, remember, and it was rather pathetic when he said, "I missed my walk in the park to-day—I walk around the reservoir every day, if possible. Perhaps I should not have gone to-day—the weather is bad—but I think I should."

The office is a workaday one. Besides the busy desk, there are filing cabinets and the various paraphernalia of office system. The walls are covered with photographs of eminent men here and abroad, and just above the desk is one that has the place of honor among them all. It is in an old-fashioned gilt frame, cracked and worn. It is the photograph of Margaret Morrison Carnegie, mother of Andrew Carnegie, in whose name he has made many benefactions. Then there is a comfortable sofa, into a corner of which, and after dismissing his secretary, the disburser of millions sank with a boyish chuckle of relief.

He is not easy to interview. He is resistive to an extreme. For that matter, who would not be resistive who has been for a number of years the objective point of the whole country's appeal—institutional, charitable and probably personal—for funds, endowments, aid, subscriptions? And his quick mind meets every lead before you are well on your interrogatory way. He dismissed politics, business outlook, regulation of trusts, with quick negations.

"If you want to know," he began, "what I consider to be the most vital problem before the country to-day—more momentous than politics or the tariff or the Sherman law—I will tell you. It is the issue of banking reform. Now I see—I can tell from your face—that you do not consider it so. People don't generally. Most of us know little about it and are disinclined to know more. We think it is a banker's problem—that the bankers alone should settle it and can settle it. On the contrary, it is a great business and social issue, involving the every-day welfare of every man, woman and child."

"I note that some writer has said there are twenty-seven thousand reasons why the country needs banking reform. He meant our twenty-seven thousand banks. But I say there are ninety-odd million reasons. I mean that it concerns the fortunes, the income, the bread and butter of all the people of the United States. It is the great humanitarian issue of the day. You recall the panic of 1907. It was very bad. The banks broke down, and then business broke down. We got over it—that is the wonderful thing about this resourceful country, for no other land could have stood such a disaster. But there was great suffering. Good business houses went to the wall; half a million men were thrown out of work. Charity had more than it could do to take care of the homeless and foodless. The banks did not suffer so much, but all the people who work did."

"Now our bad banking system brought this panic on, just as it has brought on panics in the past, just as it will bring them on again if it is not corrected. Bear this fact in mind, and then consider that in Europe they don't have panics. They control them there, so that they harm no one. We can do it here. Why not? The problem is simple enough. If the people would only interest themselves, they would grasp the idea and want to know more. Then, when they understood how the matter strikes home—home to the family exchequer and livelihood—they would rise up and demand that Congress give them a reform law at once. Ten years hence they will look back and wonder why they waited so long."

"Our banks have no way of co-operation. That is the main defect. In every other country they have a system of banking co-operation. We have no banking system, but only a series of banks. Individually they are sound, splendid institutions, of great service ordinarily to their communities. They offer the greatest of security to their depositors. They are in intimate touch with local affairs and they foster business at home. But when trouble comes, instead of being allowed to join hands all over the country and present a great bulwark of defense, every bank is forced to turn against its own customers and wreck them. What a stupendous error! How inexcusable it is! And how disastrous to all!"

"Our banking law compels each bank to hold a



ANDREW CARNEGIE
Consulting works of reference in his library.

cash reserve of from fifteen to twenty-five per cent. Part of this it holds in its own vaults; part it sends to the call-loan market in New York to earn interest. What is the result? Simply that the money kept at home is a useless resource, and the rest—millions—goes on to New York to encourage Wall Street speculation.

"Not long ago I had occasion to point out that if there were a 'money trust,' so called, it existed in New York, because of the concentration there of the nation's bank reserves. Money seeks its interest rate just as surely as water seeks its level. The law forbids this great volume of reserve money to be used in any way except in call loans. New York supports the only call-loan market. Hence the situation. It is inevitable. It will continue to exist till we reform our banking laws. That is the way, the only way to uproot the 'money trust.'"

"Let me say that the bank officials of New York are above suspicion. Many of them I know personally, and a body of abler, more irreproachable men is not to be found anywhere. They have come for the most part from the country, from the West and the South, many from humble beginnings, and they have attained their present eminent places in financial circles because of their proven ability and undoubted character. The situation that exists is not of their making. It is an economic result. They, too, want it changed, because they know its danger, and because they take a broad, far view of the country's healthy development."

"What does Europe do with its bank reserves? There they are used in the support of legitimate, day-to-day business, and in times of trouble as a great and effective safety valve. The basis of banking business is the discount of prime business bills—for the merchant, the manufacturer, for all. We have no such discount market here at all. The reserves there are held always in a common reservoir and used to offset pressure at any point and of any degree. Here we can't use them."

"Just last autumn the Moroccan war scare caused France to withdraw sixty millions in gold from Germany. That was more than was withdrawn from New York City in the great panic of 1907. But, instead of a tremendous business disaster and subsequent depression lasting several years longer, Germany controlled the crisis within ten days, with harm to no one. They simply drew on their ready, common reserve."

"As I say, they do it over there. Why not here? Why do we hesitate?"

"Then there's our currency. Like our banking system, it is founded upon a war debt of fifty years

ago. It is unchanged to-day. Now, money is the oil of our business machinery. That is its great function. Most people consider it as wealth, but it isn't. The wealthiest man uses money least. Its purpose is to facilitate the exchange of goods—business, in other words. Its supply should depend upon business. When trade is brisk, the demand is great. It is needed all around—by the manufacturer to pay off the men he adds to his pay-rolls, by the merchant, the farmer, the middleman. Too little money at such a time hampers every one, checks business. On the other hand, when business slacks down, the supply of money ought to contract accordingly. It is as wasteful to use two dollars to do the work of one as it is to have two locomotives haul a train when only one is needed."

"We take pride in the fact that our per-capita circulation of money is the largest in the world—twice as large as in Britain, three times as large as in Germany. Yet we cannot, in a crisis, finance ourselves. The reason is simply this: in Europe they base their bank notes upon business. As a result, they have as much or as little as is needed. Our bank notes are based upon government bonds, which have no relation to business whatever. Here, again, is a way—tried and proven by practice. Why can't we do it?"

There is no questioning Mr. Carnegie's fervid interest in this problem. He seemed to forget the weariness of his day's work, talking rapidly and at times rising from the couch. Nor, since he has left the business world for the equally active field of philanthropy, should there be any doubt of his disinterestedness.

"This is a great humanitarian question," he said, clapping his hands vigorously. "It is the great army of bread winners who suffer most from panics. Often their daily wages mean their daily bread. They cannot retrench when the pinch comes. And they are wholly innocent sufferers. We uphold popular government, religious freedom, free education. In these great respects our country is the foremost in all the world. But in that which concerns so vital a problem as the people's livelihood—the stability of employment and the guarantee of its reward—we are the most backward nation. Is it to be wondered at that President Taft has declared that this issue comes next in importance to the preservation of our government and the maintenance of law and order? What could be more important, more pressing?"

"In 1908, right after the crisis of 1907, I said in a speech before the Economic Club, in New York, that ours is the worst banking system in the world, and that it was criminal and disgraceful not to change it. I sent a copy of this speech to President Roosevelt, who referred the matter to Senator Aldrich, then chairman of the Finance Committee of the Senate. Senator Aldrich was lukewarm upon the proposition then. He did not understand it so clearly as he does now. But, with the disaster of 1907 so clearly in the minds of the people, Congress was compelled to do something—and at once."

"The Aldrich-Vreeland act was passed, taking its name from the chairman of the Senate and House committees on banking. It was only a makeshift measure, simply glossing over the surface of panic troubles by permitting the banks to issue emergency currency in such crises. That is just what the Clearing House Association had to do in 1907. Do you note here how, in times of stress, the banks are simply compelled to co-operate? The Clearing House Associations are the only forms of banking co-operation we have; hence we turn to them under pressure."

"Evidently the framers of this act realized fully its makeshift character, for its last clause provided for the appointment of a Monetary Commission, with full power to go deep and exhaustively into the whole matter and submit a reform measure. That is the proper way to go about any great issue, and apparently this bi-partisan commission has done its several years' work properly."

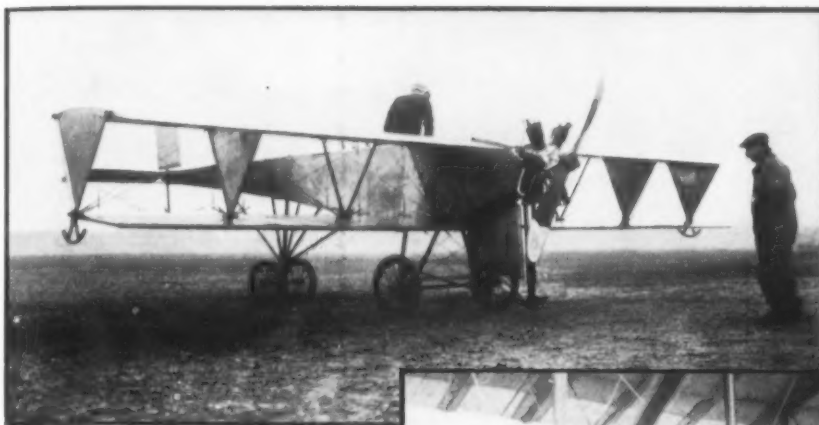
"Briefly, what this commission has done is to take the best of the banking experience of the civilized world and fit it carefully to all the sections and the peculiar needs of this great republic. The independence and local usefulness of our excellent banks are preserved, but they are united for good by means of a Reserve Association, which increases their local sphere of usefulness in normal times and makes them absolutely secure in times of stress."

"Every one should read this bill. I do not see how there can be any opposition to it, because fundamentally it is economically sound; and you cannot argue against economic laws. It may have minor defects. If so, we should eliminate them by discussion in Congress. I do not believe that a man can better subserve the duties of citizenship than to write to his congressman for a copy of this report, and then write again what he thinks of it."

"The passage of such a measure as this will mark an epoch in this country's history. Business will be better, more stable. Every one will benefit by it for years to come. It will mark an era of healthy growth and prosperity for all. And those who work for it will go down in the grateful recollections of their countrymen. They cannot do greater good for their country in any other way."

Flyers and Flying

By HARRIET QUIMBY



NOVEL MILITARY AEROPLANE.
It is called "L'Aeropone," and is made entirely of metal. It was constructed by Captain Morel of the French army. During its test flight at Issy it made seventy-five miles an hour.



A COMPOSITE BIPLANE.
Constructed for the Society Astra at Issy les Moulineaux, France. The fuselage is that of the Antoinette, landing system modified Antoinette type, rear skid that of a Farman machine and planes of the Wright.

SO MANY letters are coming to me every day from men and women who want to know something about "how to learn to fly" and what financial opportunities await the competent aviator that I have decided to tell in LESLIE'S all that my experience and observation have taught me on the question.

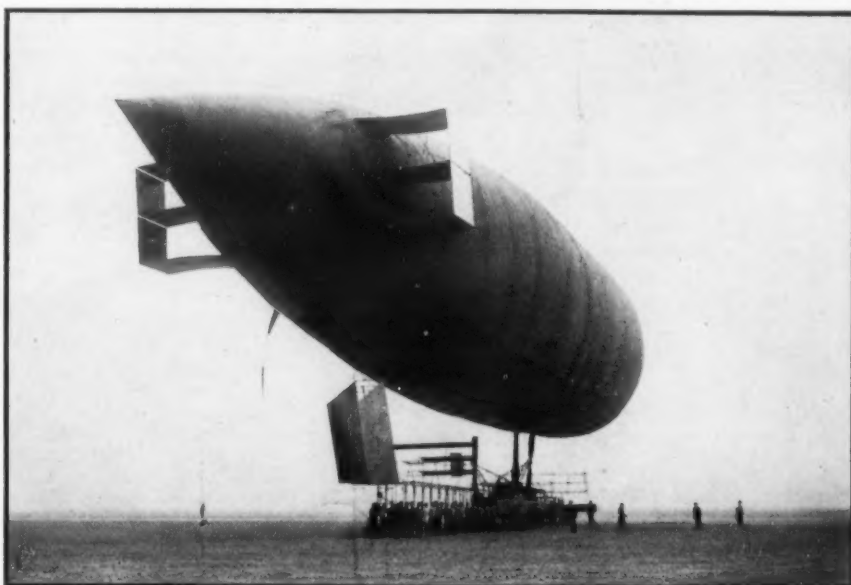
A correspondent from Rockford, Col., writes that she is anxious to become an aviatrix, but she hasn't the slightest idea of how to go about it. Another writes that she has had an offer from a manufacturing firm, as follows: They are to teach her to fly one of their machines and, after she has become proficient, to employ her as a professional demonstrator, with the additional responsibility of trying out each new machine as it comes from the factory, to test its stability and flying qualities. A man from New Mexico asks my advice concerning the financial opportunities offered for a man flyer. He also wants to know what kind of a machine I recommend. A New York girl sends a special delivery letter to ask advice about exhibition flying for women. A relative has offered her a choice of a course in a business college or a course in an aviation school. Whichever she chooses, she is expected after graduation to earn her own living by means of her newly acquired accomplishment. There are hundreds of other inquiries, but these seem to cover the main points of all of them, excepting a few questions regarding appropriate costumes for flying.

There seems to be a hazy notion that there is something unusual and romantic about learning to fly. Aviation is such a new science that it is difficult to believe that one must go about conquering it in the cut-and-dried fashion followed in conquering other sciences. If there is some unusual method of mastering it or a short cut to prosperity and fame, I do not know about it. There are a number of good aviation schools open to both men and women. There are three for monoplanes alone in the vicinity of New York. A firm manufacturing biplanes conducts several schools—one on the Pacific coast, another in the South and one on the Atlantic coast. Tuition charges range from \$250 to \$500. All of the schools guarantee to teach the student until he procures his pilot's license. The student pays for whatever breakage he or she may cause while learning. The breakage expenses vary. Occasionally a student who is fortunate gets through the course without having enough breakage to worry about. I finished my course with less than five dollars expense on this score.

One school on Long Island, New York, offers a premium of ten per cent. of the tuition charges to the student who gets through without any breakage at all. The management of this school is incurring little risk in its offer, since in the history of aviation there has not been such a case of extreme good luck. The breakage expenditure ranges from five dollars to hundreds, and in some cases exceeds the charges of tuition. Some of the schools have machines fitted with a double control, so that the student is constantly under the supervision of his teacher. While in the air, if he should make a mistake, the teacher



A WEDDING TRIP IN THE AIR.
Claude Grahame-White, the aviator, and his American fiancée, Miss Dorothy Taylor. They will be married in London, June 27, and will leave the church in an aeroplane. Many of the guests attending the wedding will arrive by aeroplane.



A CHAMPION AIRSHIP
The French military dirigible balloon "Adjutant Renan," which has the world's record for altitude.

is able to avert a tragedy. One Long Island school charges \$250 for a course of lessons, this sum including breakage. But the student is never permitted to take a machine alone until he is ready to fly for his license. For this test he is required to furnish a deposit of from \$1,000 to \$1,500, to cover possible damage to the machine. I am told that the system here has been satisfactory and that the student learns to fly within a reasonable time and his breakage expense is reduced to an insignificant sum.

The prospective student of aviation should, first of all, make up his mind as to what kind of a machine he prefers to fly. The majority of my correspondents do not seem to take into consideration at all the matter of a difference in a biplane and a monoplane. They jumble them together under the general term, "flying machine." I do not especially recommend either type. It is entirely a matter of preference. Some consider the monoplane better and safer, others place their faith in the biplane. I fly a monoplane.

After making up your mind upon this point, get into communication with one of the schools. By sending a stamped and self-addressed envelope with your inquiry, I will be happy to give you information regarding the different schools. Aside from the tuition charges and breakage expenses, the prospective student of aviation must consider the cost of board and lodging in the vicinity of the aerodrome where the school is situated. As flying lessons are given either very early in the morning or late in the even-

ing when there is little wind, it is necessary to live within a reasonable distance of the scene of action. The length of time required for a course in aviation depends upon the student, the school he is attending, and upon the weather. Some of the schools have only one or two machines for half a dozen or more students. If the engine in one of these machines gets out of order, as very frequently happens, or if a student wrenches off a wheel or breaks a fork or a wing, activities at the school are delayed until repairs are made.

If there is anything more than an eight or ten mile wind blowing, the student in the first half of his term is not permitted to take a lesson. With the low-powered engines required for teaching, anything more than a ten-mile wind would be dangerous. Sometimes there is fog to contend with. Unless one can see the extreme end of the course used by the school, the lessons are delayed. Grahame-White learned to fly in one hour and a half, but his course of tuition covered a number of weeks. I learned to fly in a little less than two hours, but these two hours, divided into five or ten minutes a day, and sometimes not more than one or two days a week, covered two months. A student is seldom given more than five or ten minutes' actual work in a machine in one lesson.

The would-be aviator's first lesson, whether he is learning on a monoplane or a biplane, consists in running on the ground, across the field, in an attempt to make a straight line. This is called grass-cutting. After he is able to make a straight line, he is permitted to turn around and grass-cut back to his starting place. After having mastered this part of the course, which is not as easy as it would seem, he is given a more powerful machine and permitted to take jumps across the field. Getting a good running start, he manipulates the control and leaps into the air, perhaps ten feet, and flies a hundred yards. If he succeeds in doing this without breaking his machine, he is fortunate. It is at this stage of the game that breakage occurs. When he is able to fly the entire length of the course, he is asked to turn a corner in the air and fly back to the starting place. His next most difficult feat is to make a left-hand turn. Many students come to grief on this part of the lesson. The flying for a pilot's license comes next. Without a license awarded by the Aero Club of either America or France, an aviator cannot fly for competition or appear at professional meets. Until he secures his license, he is not considered an aviator at all.

Both men and women, while learning to fly, wear one-piece mechanic suits. These may be bought in automobile supply houses or in shops that cater to the aviation trade. A woman should provide herself with a close-fitting cap, which ties securely under the chin. These do very well for practice work, which is apt to cover your clothes with oil.

Concerning the financial opportunities awaiting the aviator after having received a pilot's license: If he or she does not own a machine, the only chance of being able to fly professionally will be upon a percentage basis. As prices are at the present time,

(Continued on page 735.)



Remarkable Photograph of the Historic Republican N

This photo was taken by the Moffett Studio, of Chicago, for LESLIE'S WEEKLY, immediately after the impressive prayer by the Rev. James F. Callahan, of Chicago, on the opening day of the convention. Mr. Callahan, of New York, the choice of the National Committee, was elected Temporary Chairman of the Convention by a vote of 558 to 541. The latter cast for



Republican National Convention at Chicago, in 1912

an, of Chicago, on the opening day of the Convention, with every delegate in his place and an audience of over 12,000 crowded into the great auditorium. Senator Elihu Root, of New York, was elected to the chair. The latter cast for Gov. Francis C. McGovern, of Wisconsin, who was nominated by Delegate Henry F. Cochems, of Wisconsin.

The Clown's Vengeance Stayed

By JULES VERNE DES VOIGNES

SANBORN, star clown with the Munsun Brothers' Circus, put a few last touches to his make-up and squinted at his white-chalked face in the mirror above the old blue chest which served as his dressing table. Satisfied, he turned down the sputtering gasoline light and picked his way between the topsy-turvy piles of trunks to the door of the dressing tent.

Sanborn lit a cigarette and leaned against a dilapidated chariot, looking off toward the city. But there was no vacancy in his eyes. Even the rolled-up tobacco was clinched tightly between his teeth, as if there were some set, vital purpose behind the red wig and paint-bedaubed cheeks. That purpose was the quest of another man—a man who sometime and somewhere would, nay, must be found.

"Three hundred one days!" he muttered. "Three hundred one days and nights I've been looking for him!"

A light, strangely in contrast with the exaggerated stupidity of his painted face and costume, burned for an instant in his eyes, as he tore off the sheet and ground it deliberately into the dirt with his heel.

"That's a devil of a time to be looking for somebody, Sanborn," came a voice out of the dusk at the clown's elbow.

Sanborn wheeled abruptly, a harsh laugh on his lips.

"Eh? That you, Anderson?" He tossed away the cigarette stub. "It don't make any difference to me, Anderson, if it takes ten years!"

Anderson, who did a tumbling act in conjunction with Sanborn's farcical antics in the ring, was leaning against a rope drawn taut to a quarter pole.

"I didn't mean to butt into your private business," he interposed hastily. "You know, you told me once that you wasn't back in the harness for your health."

"Yes," said Sanborn slowly. "I told you that, all right. It's my own business, and it's going to be settled that way when the time comes. It was about three years ago, Anderson, that I quit the sawdust—I thought for good. I'd saved a little money—enough, I thought, to try something else a while. I wanted to see if I couldn't make enough coin to fall back on when I wanted to settle down. Well, in looking around, I came across Parrish. He seemed to be the man I wanted to get hold of, and I listened to him. I hadn't thought of going into finance with the money I'd saved, but he thought of it for me!"

"Parrish had a deal. He'd gone all over it with me before we'd known each other an hour. It looked all right, but I wasn't a sucker to snap at the first bait. Even after I'd thought it out, I hung back with my money and only put in two thousand against his three."

"I won't say what the deal was, but we put it through in the East and in two months returns commenced to be so promising that I dumped in all I had left. Everything went smooth for a while. Then I got a tip that Parrish had fooled me, that the deal was crooked and the jig was up. The authorities were after us."

"I accused him of swindling me and demanded back my savings. He admitted that the deal had never been straight and laughed at my professed innocence of it. As for any danger of detection, he ridiculed the idea and urged me to go on with him until both of us could get our money back with interest."

"That night he decamped—left me to face the music, and got out in time to save himself. They let me off with a fine that, with the money I spent trying to track him, took my last cent. But he'd got clean away, and after that there was nothing for me to do but come back to the old life. It was my easiest way to earn a living and look for him."

"Don't believe you've got much chance to find him," remarked Anderson. "He might come to the show and sit within twenty feet of you, and you wouldn't know it. And even if you did find it out—"

Sanborn turned upon him like a flash. "If I ever find him, Anderson, if I ever find him—" The clown paused, his gaze fixed beyond the other man on the black stream of people pouring into the main canvas.

"Well, I'll tend to that part!"

Anderson stared at him with a new interest. "Well, I reckon yes!" he muttered, half to himself.

The band in the "big top" had struck up again. Sanborn turned about and went back into the dressing tent. It swarmed now with the circus's motley company of performers in all stages of dress and undress. The clown mingled with them only long enough to load the wheelbarrow with which he made his first appearance. Then he went out of the tent, trundling it before him, and on into the big tent.

The band was playing a lively march. Sanborn swept the packed oval of seats with the idiotic stare of a Simple Simon. Half way along the edge of the lower tier of seats, he began his usual antics, bumping into a quarter pole with his overloaded barrow, attempting to lift the pole out of his way, frantically signaling one of the ring men to help him remove the obstacle. And every now and then he would make an appeal to the audience, picking out a man or woman with a vacant leer which told nothing of the sharp, searching eyes behind it.

With a great blare of trumpets, the grand entry swept into the tent. Sanborn, in ludicrous haste,

got his wheelbarrow out of the path of the prancing horses and sat down upon it until the parade had passed. He had almost completed his circuit. Five minutes more, and his first act would be ended.

Unexpectedly, as the last of the triumphal entry swept past, he started to his feet. In the oblong, roped-off space of the reserved seats, he had caught a face which flashed and hid itself again behind a woman's hat. He lunged forward with the overloaded barrow and spilled its contents clumsily at his feet.

As he slowly and with mock painfulness lifted himself to his knees and turned a comic-tragic leer upon the audience near by, he saw the face again. The man was the center of a little group of women. He was clean-shaven, with a bold jaw and inadequate, bullet-like eyes. It was Parrish.

For an instant, the close-cut hair, trimmed with strange effect upon the lean features, the smooth-shaven upper lip that once had worn a black mustache, a dozen little details of identity which had changed, had raised a doubt in Sanborn that crumbled now before the suave smile with which Parrish bent down to catch some remark of the woman at his side.

There was an instant in which an animal passion of hate blazed in the clown's eyes. Then he turned and stumbled to the overturned wheelbarrow. Anderson's words came back to him as if they had been shouted above the din of the circus, now in full sway:

"And even if you did find him—"

He squatted down by the barrow and slipped the pad from his blouse. With his stub pencil he scrawled the message his burning eyes scarcely saw:

We meet again, Parrish. The place is my corner of the dressing tent. Come there at 9:20. I have a man to spot you if you attempt to leave the grounds without seeing me.

SANBORN.

He read it, his lips tightening, folded the sheet and shoved the pad and pencil back into his blouse. When he faced the audience again, he was once more a clown, open-mouthed, irresponsible. Wigwagging the attention of Parrish, who was staring at him, amused, he sent the bit of folded paper up to him.

It passed from hand to hand of the good-humored spectators, and finally into the possession of Parrish himself. Sanborn watched him open the sheet in a puzzled way, while those about him looked on, laughing. The woman at his side leaned forward as if to glance over his shoulder, but Parrish, with a quick movement, slipped the note into his pocket. For an instant Sanborn met his eyes, now filled with recognition; then the woman was speaking to Parrish, and he was making her an answer which seemed to be about the note.

Sanborn wheeled about and strode back to the tipped-over wheelbarrow. Who was this woman? Had Parrish married, and was this young wife ignorant of the man's history? To Sanborn's eyes she had appeared little more than a girl.

He stopped short and put down the barrow he was trundling out of the tent. The face of the woman rose before him wistfully, as if imploring him not to strike the blow. Good God! Suppose she was the wife of Parrish, loved him, trusted him, knew nothing of his past! Fate had to-night thrown Parrish in his path. Was a woman to rob him of his triumph? Why should he forfeit it?

The bands were still playing in the "big top." Occasional applause, the spectacular shouting of the show folk and the clanking of chains as the loading gangs began their nightly destruction of the canvas city came to Sanborn as he waited in his curtained off corner of the dressing tent.

He sat on a chest which was already packed and ready for the truckmen. An unlighted cigarette was pinched between his fingers. There were but five more minutes before Parrish would be standing before him, and then—

The curtain partition was brushed aside, and Sanborn lifted his head. Five feet away Parrish faced him. For a minute they did not speak.

At last Parrish leaned back against a pile of trunks.

"Well?" he said, in a low voice. "I'm here. What'd you want?"

Sanborn got to his feet.

"Want?" he said, taking a step forward. "Want? What does any man want when he's been skinned out of every cent he's been years saving? Have you got the nerve to ask me what I want? It's the money you squeezed out of me, every dollar back."

The lips of the other man moved, but for a moment no sound came.

"I'll pay you back, Sanborn," he said hoarsely. "I'll pay you back if you'll wait."

"If I'll wait?" Sanborn laughed harshly. "What have I been doing these two years but waiting? It won't wash, Parrish! I'm going to collect now. If I don't—"

"I haven't got the money now, Sanborn. Give me a little time to get it. I swear—"

Sanborn cut him short.

"Never mind your word, Parrish. I've had enough of your damnable promises. I got my fill two years ago—the night you took French leave. You thought you'd played me for a sucker! Well, maybe I was. But there wasn't a streak of yellow in me. I faced the music. I patched things up, and they let me off with a fine. Then I took what I had left—it wasn't much—and tried to find you. Finally, to keep from

starving, I had to come back to my old trade. I've told myself that if I ever saw you again, you'd have to pay me, one way or the other. Well, I've found you, and you've got to pay."

"So you're going to use the law?"

"It's gone past the law. It's between the two of us now, and it's going to be settled that way. Ever since the morning I woke up and found you'd left me to clean up your dirty work, I've had just one purpose in living, and that was to find you, Parrish. And you're fool enough to think you can trick me to let you slip through my fingers!"

Sanborn's breath came hot. It licked the lean-jawed face of the other man, shadowed in the flickering gaslight until there seemed to be black hollows under the eyes and the high cheek bones.

"I'll tell you what I'm going to do, Parrish. I'm going to stay here in the city, at your heels, day and night, till you pay me the four thousand I sunk in your rotten deal. There won't be any trouble with the police for you if you give me the money you stole from me. But if you try any game to cheat me out of the money, I won't wait to call in the services of the law!"

Parrish did not move. His eyes had lapsed into a dull stare and his mouth was working.

"You'll have to give me time, Sanborn," he said huskily. "I haven't got the money now. I don't know—I don't know just when I can get it. But I'll pay you."

Sanborn laughed incredulously.

"You haven't got the money now? I suppose you've spent your ready cash trying to hush up some new deal. Or maybe you're trying to pay back a few suckers like me!"

Parrish straightened up slowly. A strange fire was beginning to show in his eyes and his lips were tight.

"That's what I'm doing, Sanborn—trying to straighten things out. I want to get an honest start again. I've taken another name and I'm going to bury the old one. All I want is time to do it in. You'll get your money back if you'll —"

A choke of rage broke on the clown's lips. To his ears the voice of Parrish was full of wheedling pretense which snapped the last bond of his patience. His hand shot out and clutched Parrish's throat. Slowly its vise-like fingers tightened and forced the other man back over the pile of trunks.

"Parrish, you've come to the end of your rope. I'm through making terms. It's the money, or else I'll shoot you down like a dog!"

With a last powerful grip, Sanborn released him and stepped back.

Parrish straightened painfully up, gasping, his face purple. The clown stood gazing at him with folded arms. For an instant he was not aware that the canvas flap of the doorway had been pushed aside and that the soft tones of a woman were speaking in frightened, disconnected syllables.

"Joe—Joe! What has happened? What—"

She turned upon Sanborn's tense, silent figure. He was looking at her in startled recognition. In a flash he comprehended that it was the woman whom he had seen at Parrish's side in the "big top."

"Who are you?" she cried. "And what does it all mean—his coming here to see you? Oh, Joe, tell me, tell me! He has tried to murder you!"

She put one slender hand on Parrish's shoulder, her flower-like face upturned to his ashen one.

"Tell me!" she implored. "Why don't you arrest him? He was choking you—he would have killed you!"

Parrish gathered his strength with an effort.

"It's nothing, Helen," he said hoarsely. "We'll go now."

Sanborn had not uttered a word. His eyes followed her as if he could not believe what they told him. Parrish had married, and this woman, who was above him as the heavens are above the earth, was his wife. She loved him, looked up to him, respected him. She did not even suspect his past. And when she awoke to the truth—

A new wave of anger swept the clown. It would be bitter for her—she looked scarcely more than a girl—but in reality it would be kindness to tell her. Parrish would drag her down in the end.

Sanborn took a step toward them. Then he stopped. Parrish had put his arm almost tenderly about his wife and was facing the clown with a light in his eyes which interpreted for Sanborn something he had never dreamed. After all, Parrish had spoken the truth. He was trying to be a man!

Still dazed by the blinding flash of his discovery, Sanborn turned to her.

"It is a very unfortunate mistake, madam," he said. "I mistook your husband for a man who had wronged me deeply. If you will step outside a moment, I will explain to him."

When she had gone, he stooped close to Parrish. "I've given you your chance," he muttered. "I did it because she loves you, because I think you're trying to be a man, and because I believe you meant what you said just now. I'm going to let you go—to-night."

He put out his hand, and Parrish took it, a queer mist in his eyes.

Sanborn sat down again on the blue chest, when they had gone, and reached for the box of matches. But the match he lighted flickered and went out.

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People Talked About



R. F. BROUSSARD,
Congressman from the third district of Louisiana, recently elected United States Senator to succeed Senator Thornton, whose term expires in 1915.



JOSEPH E. RANDELL,
Congressman from the fifth district of Louisiana, who was elected to succeed Senator Foster, whose term will end in 1913.



MARION E. HAY,
Governor of Washington, who incensed American suffragists by refusing to sign a petition asking clemency for imprisoned English suffragettes.



ITALIA GARIBALDI,
Granddaughter of the famous Italian general. She was a delegate to the recent General Conference of the Methodist Episcopal Church in Minneapolis.



JUANA PALACIOS,
Of Puebla, Mexico, who attended the Methodist Episcopal General Conference at Minneapolis, as a delegate from her country.



DR. LI BI CU,
A young Chinese woman who represented the Foochow (China) Conference of the Methodist Episcopal Church at the General Conference.

WOMEN DELEGATES TO AN INTERNATIONAL RELIGIOUS GATHERING.

Women and Journalism.

IT IS not generally known that the first daily paper in the English language was published by a woman—Elizabeth Mallet—who started the London *Daily Courant* in 1702. Wisely, we think, the Pulitzer School of Journalism of Columbia University reconsidered its first purpose and decided to admit women to all the privileges of its courses. We know of no school of journalism which refuses to admit them. Commenting on the question, James M. Lee, the able and energetic director of the department of journalism at New York University, himself a trained editor, says, "The question is not whether women shall go into newspaper work, for they are already in; but whether they are to have a square deal at the school. Even if an instructor objects to giving votes to women, it does not necessarily follow that he should object to giving notes on journalism to women." Not only are women admitted, but Director Lee says they have probably sold more manuscripts than men. The public and publishers alike are not so much interested in the sex of the writers as they are in securing the best work, whether by man or woman. Give women an even chance!

A Handy Book for Investors.

THE HANDIEST book for investors, speculators and all who seek to keep track of Wall Street securities is the "Manual of Statistics." The 1912 edition, which is the thirty-fourth annual issue of this standard publication, embraces 1,100 pages and presents the organization, finances and position of all the leading railroads and industrial companies in the United States and Canada. It gives details of the numerous new stocks and bond issues and accounts of the new companies originating from the dissolution of the Tobacco and Standard Oil concerns. This is the best, most convenient and satisfactory book of its character published. Its price is very reasonable compared with that of other volumes of its character. Published by the Manual of Statistics Company, 20 Vesey Street, New York. Price, \$5.

The Deadly Opium Traffic.

THE RESUMPTION of opium production on a large scale in China calls for criticism, but England should be the last nation to say a word. Replying to England's criticism, Dr. Sun Yat Sen, former revolutionary leader and provisional President of the republic of China, admits the truth of the statement, but charges that it would not be possible were it not for the British market, especially in India, where the British government raises a large part of its expenses through the opium import tax. "Until England absolutely prohibits the sale of opium in her possessions," said Sun Yat Sen, "this curse cannot be stamped out." The English trait of compromising with principles for the sake of national profit has more than once led the British government far afield ethically, and in nothing has she sinned more than in her unholy traffic in opium. China has been the worst sufferer, both in the loss of territory and the ravages of the opium habit among her people. The British colony of Hong Kong is the price she had to pay for daring to make war upon England's opium trade.

No More Red Flags.

THE May Day parades of Socialists and Industrial Workers of the World, with insults to the Stars and Stripes, have stirred Seattle, Wash., to action. An ordinance has been passed providing that the Stars and Stripes unfurled, measuring not less than fifty-four by sixty-six inches, must lead all parades, and prohibiting the carrying of flags other than those recognized by the United States government. Banners and emblems of organizations may be carried when they bear letters signifying the organizations they represent. There seems to be something about the red flag which inflames its followers against the Stars and Stripes or any other flag which stands for anything but the international brotherhood. Municipal ordinances may be necessary to secure the proper respect for the national flag in parades, but State statutes against the desecration of the national colors are needed in every commonwealth.



More Than Merely A Pleasant Drink

Pure grape juice—the rich unsweetened, undiluted essence of finest Concord grapes, such as you get in Armour's Grape Juice—is far more than just the cool, delicious, refreshing beverage you generally save for company.

It should be on your table at every meal—you should drink it between meals whenever you are thirsty—

—because it is a wonderful natural tonic—blood building and energy yielding—an aid to digestion and to appetite—

—qualities which Nature stored away in the grape, which come to you in all their natural purity in

Armour's Grape Juice

The Family Drink

Bottled Where the Best Grapes Grow

That grapes, eaten in quantity, are a wonderful health agent has long been recognized by Europe's skilled physicians.

Abroad, grape "cures" are an institution and thousands flock to them yearly, to eat grapes and nothing but grapes as long as the season lasts.

How much easier and pleasanter to have your own grape "cure" at home and all the year round—

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Only the finest Concord Grapes, sun-ripened until they are ready to burst with juice, go into *Armour's Grape Juice.*

Our plants, one in New York, one in Michigan—the famous grape sections of the country, command the best of each season's crop.

Pressed the day they are gathered, at the height of their perfection, all the original freshness and flavor is retained by sterilization and air tight bottling.

Result—the naturally sweetest, richest and rarest grape juice that can be produced—best for pleasure and for health.

Armour's Grape Juice is sold by grocers and druggists at fountains, buffets and clubs.

If your dealer cannot supply you, we will send you a trial dozen pints for \$3, express prepaid. Address Armour and Company, Dept. 163, Chicago.

ARMOUR AND COMPANY



How Can I Regain Nerve Health?

HOW many men and women have put *just* this question to themselves—when they are clutching at every straw trying to ward off the dismal consequences of overwork, worry or illness!

Under the stress of present-day life—our nerves feel the strain first—a strain that announces as plainly as speech that nerve energy is sapped. And when this happens—when nerves are on the ragged edge—their health becomes seriously impaired.

Arnold Bennett

The famous novelist, writes:
"The tonic effect of Sanatogen on me is simply wonderful."

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The eminent novelist - statesman, writes from London:

"Sanatogen is to my mind a true food- tonic, feeding the nerves, increasing the energy and giving fresh vigor to the overworked body and mind."

John Burroughs

The distinguished naturalist and author, writes:
"I am sure I have been greatly benefited by Sanatogen. My sleep is fifty per cent. better than it was one year ago, and my mind and strength are much improved."

Charles D. Sigbee

Rear Admiral, U. S. Navy, writes:
"After a thorough trial of Sanatogen, I am convinced of its merits as a food and tonic. Its beneficial effects are beyond doubt."



Normally your nerves are masters of themselves—wonderfully efficient agents of health—renewing lost energy by selecting the food they require. But when exhaustion creeps on, they are too often reduced to actual *food need*—a need that must be promptly met with a *food answer*.

The function of SANATOGEN in nerve exhaustion is definite. It supplies energy that is easily and naturally converted into nerve vigor—the nourishment hungry nerves require—and must have. The scientific combination of glycerophosphate and purest albumen affords the maximum of ideal nerve food—food that is easily absorbed by the stomach—and then transmitted to the nerve cells in the form of invigorating and revitalizing energy.

Sanatogen is recognized—and endorsed—by fifteen thousand physicians as a genuine reconstructive force in nervous exhaustion. The lead of this multitude of scientific men—and the many famous men and women who have received lasting benefits from Sanatogen—must instill confidence in you—confidence that should make it natural for you to follow their lead—the lead of experience.

This Remarkable Book FREE

We ask you earnestly to get acquainted with Sanatogen. Investigate our claims first if you like and we are only too glad to have you do so. Ask your dealer about it, and in any case write us for our book, "Our Nerves of Tomorrow," written in an absolutely informal style, beautifully illustrated and containing facts and information of vital interest to you. This book also contains evidence of the value of Sanatogen, which is as remarkable as it is conclusive.

Sanatogen is sold in three sizes, \$1.00, \$1.90, \$3.60.

Get Sanatogen from your druggist—if not obtainable from him, sent upon receipt of price

THE BAUER CHEMICAL CO.
26 M Irving Place New York

Little Trips for Little Purses.

By Evelyn B. Collins.

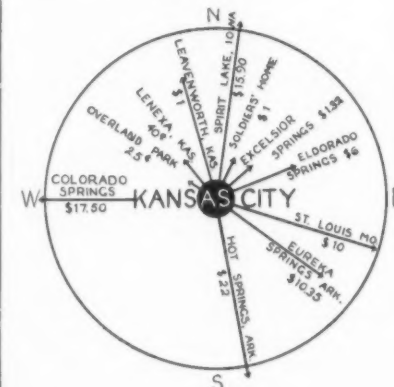
II.

THOUSANDS of tourists who annually wend their vacation way across the continent find it expedient to stop at Kansas City, that great, middle, railway center where fifty-seven or more varieties of roads meet and again diverge to various points.

To a stranger who finds himself in this city of the great plains for a few hours, days or weeks, the prospect for pleasurable outings may at first seem remote; but there are places of delight and springs of health near by. There are numerous electric-car rides round about, and among the more interesting are those to Overland Park, Soldiers' Home, Lenoxa, Olathe and Leavenworth, any one of which may be made for a dollar or less.

There are several watering resorts within easy riding distance from Kansas City, as, for instance, Excelsior Springs, which is only thirty miles away, a favorite resort of persons in the middle West. Eldorado Springs is farther and lies to the southeast, while Eureka Springs, in the Ozark Mountains of Arkansas, some 1,800 feet above the level of the sea, is locally noted for its equable climate and medicinal waters.

Longer trips may be made to Spirit Lake, Ia., to the north, and to Hot Springs, Ark., to the south. The former is placed in the midst of a charming pastoral region, while the latter is sheltered in a valley, with rocky and heavily wooded ridges on either side.



The above diagrams show central points, from which radiate various routes to places of resort. The straight lines denote rail communications, and the wavy lines water routes.

The waters of Hot Springs are prescribed for drinking and bathing and have remarkable curative properties. De Soto, it is said, considered the springs veritable fountains of youth.

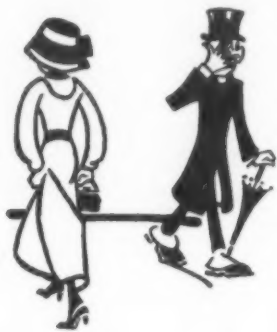
Of course the finest summer outing to be had from Kansas City and other Missouri River cities is to Colorado Springs, Manitou and the Rocky Mountains, all of which will be referred to later. The quotations given in the diagram are the regular round-trip rates, but during the summer many of the railroads issue excursion tickets at one and one-quarter fares for the round trip, and frequently special excursions are run at about half the latter rates.

There is a boat line operating from Kansas City to St. Louis, but so far its officials have not arranged for passenger service, and consequently there are no authentic rates of fare available. I am informed, however, that arrangements will be made to handle a limited number of passengers at low rates.

New Orleans, the Crescent City, provides so much that is quaint and picturesque, the visitor is apt to overlook the interesting attractions offered by short side trips up and down the river and along the Gulf coast to Pensacola.

(Continued on page 731.)

Advertising of Advertising —a Series of Talks—25



Speaking of Hose.

DO you realize the service that follows advertising?

Stop and consider the innumerable advantages that follow for your benefit when advertising is put behind the trade-mark.

One of these is better material. Another is better workmanship and inspection. What this means is indicated by an advertisement of a hosiery mill: "We pay an average of 70c per pound—the top market price for the yarn used in—Hose. We could buy 2 1-2 times as much common yarn for the same money. But, ours is three ply Egyptian and Sea Island, long fibre cotton, the finest yarn available."

And again, another advertisement reads: "We spend \$55,000 a year, merely to see that each pair of—Hose is perfectly made. 133 people, all non-producers, do nothing but inspect all day. Inspect in your interest."

How much more confidence that sort of service gives you.

By the way, do you know the hose referred to?

Allan C. Hoffman

Picture Offer

An attractive picture, suitable for framing, will be sent, postage paid, to each person who furnishes the information called for in the coupon.

COUPON

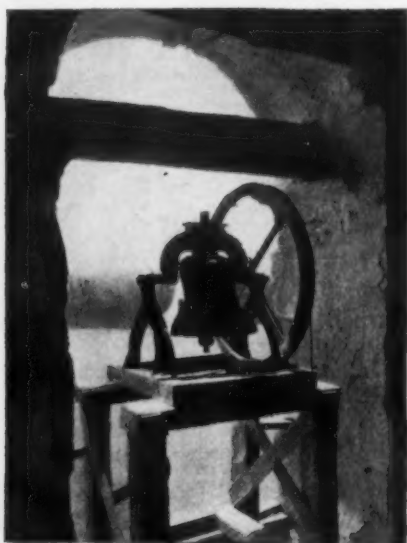
ALLAN C. HOFFMAN,
Advertising Director,
LESLIE-JUDGE COMPANY,
225 Fifth Ave., New York.

I will give you a list of advertised goods used daily in my home. You are to supply a blank form and send me a picture suitable for framing.

Name.....

Address.....

L.W.-6-27-12.



The Bell Tower Carmel Mission California

Unchanged From A Century Ago

"California for the Tourist"

A most interesting book, beautifully illustrated. You will enjoy reading it

"Wayside Notes"

A kaleidoscopic story of that picturesque and wonderful country traversed by the

SOUTHERN PACIFIC SUNSET ROUTE

NEW ORLEANS TO SAN FRANCISCO

Superior Service all the way
Special Round Trip Rates In Effect
all Summer

These books are yours for the asking

L. H. NUTTING, G. E. P. A., 365 Broadway, New York

THE SCRIVEN UNDERWEAR

IS GUARANTEED.

You take no chances in ordering it, for each garment bears the SCRIVEN STAMP, which is YOUR GUARANTEE that it is right in every particular.

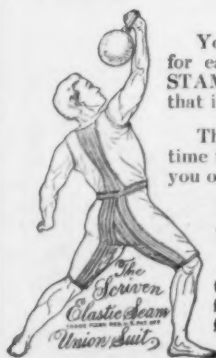
The summer is fast approaching, and this is the time for you to accept our proposition to relieve you of your underwear trouble and annoyance.

Our illustrated catalogue of prices we will be pleased to send on request.

We will back your dealer to refund the money for any of our underwear that fails to live up to the big claims we make for it.

ORDER FROM YOUR DEALER.

J. A. SCRIVEN CO., 16-18 East 15th Street, New York, N. Y.



Send for **Free Sample**
Rieger's
MON AMOUR



The Sweetheart of
Perfumes

(Amelia Stone in kissing scene, "Mon Amour.")
"MON AMOUR" is a fascinating perfume. I
can enthusiastically say that it is "Un Amour de
Parfum," and shall adopt it exclusively for my
own use. Sincerely yours, *Amelia Stone*
"Mon Amour," 1-2 oz. 50c, 1 oz. \$1.00 at dealers in
perfume or by mail. Send 20c for generous trial
bottle and copy of the popular "Mon Amour" waite
or name of dealer for **Free Sample**.
PAUL RIEGER & CO., 260 1st St., San Francisco



Write for a Sample Cake

For 2c. we will send a sample, enough to last a
week. In this crystal clear soap, we have caught
the real fragrance of fresh violets. Write today.
The Andrew Jergens Co., Dept. U, Cincinnati, O.

Little Trips for Little Purses.

(Continued from page 730.)

About five miles to the north of the city
and connected by railroad—the second
railroad ever built in the United States
—is Lake Pontchartrain, a sheet of
water some twenty-five miles wide and
forty miles long. Boats can be had at
reasonable rates and there is good fish-
ing and crabbing and wild-fowl shooting
hereabouts.

Around the city are extensive orange
groves, and the largest is close to Al-
giers, directly across the river. To
reach the groves take a Charles Avenue
car to Carrollton, and then cross the
river on the large skiff ferry. Sugar
plantations up the river are worth a

Doctor's Shift

NOW GETS ALONG WITHOUT IT

A physician says: "Until last fall I
used to eat meat for my breakfast and
suffered with indigestion until the meat
had passed from the stomach.

"Last fall I began the use of Grape-
Nuts for breakfast and very soon found
I could do without meat, for my body
got all the nourishment necessary from
the Grape-Nuts, and since then I have
not had any indigestion and am feeling
better and have increased in weight.

"Since finding the benefit I derived
from Grape-Nuts I have prescribed the
food for all my patients suffering from
indigestion or over-feeding and also for
those recovering from disease where I
want a food easy to take and certain to
digest and which will not overtax the
stomach.

"I always find the results I look for
when I prescribe Grape-Nuts. For
ethical reasons please omit my name."
Name given by mail by Postum Co.,
Battle Creek, Mich.

The reason for the wonderful amount
of nutriment and the easy digestion of
Grape-Nuts is not hard to find.

In the first place, the starchy part of
the wheat and barley goes through vari-
ous processes of cooking, to perfectly
change the starch into dextrose or
grape-sugar, in which state it is ready
to be easily absorbed by the blood.

The parts in the wheat and barley
which Nature can make use of for re-
building brain and nerve centres are re-
tained in this remarkable food, and thus
the human body is supplied with the
powerful strength producers, so easily
noticed after one has eaten Grape-Nuts
each day for a week or 10 days.

"There's a reason," and it is ex-
plained in the little book, "The Road to
Wellville," in packages.

**Ever read the above letter? A
new one appears from time to
time. They are genuine, true, and
full of human interest.**

visit. The site of the battle of New
Orleans is at the village of Chalmette,
five miles east of Canal Street, and is
reached by electric line. The National
Cemetery near by contains 12,000 graves
of Union soldiers.

The Mississippi discharges its waters
to the Gulf not by a single channel, but
by running through passes, from twelve
to seventeen miles long, from the delta
land to the sea. The famous jetties are
dikes in one of the passes of the river,
for the purpose of increasing the depth
of the water and thus accommodate na-
vigation. Before the jetties were con-
structed by Captain James B. Eads, the
water at the bar was only eight feet
deep. Work was begun in 1875 and the
water is now nearly thirty-one feet.
This interesting engineering work can
be reached by the lower coast steam-
boats, or packets, as they are called, in
about twelve hours. Longer excursions
can be made up the river by packet to
Memphis, Tenn., or by rail to Hot
Springs, Ark.

One of the finest trips in the South-
land is between New Orleans and Mo-
bile. The Gulf coast has been happily
termed the Riviera of America. For
miles along the Gulf shore there
stretches away in either direction mag-
nificent shell roads, shaded by arbors of
magnolias. These roads are ideal for
bicycling and automobilizing.

Among the numerous resorts on the
way may be mentioned Bay St. Louis.
It is a favorite with the old New Or-
leans aristocracy and tourists. Opposite
Bay St. Louis on the inlet is Pass Chris-
tian, Miss., one of the oldest settlements
on the Mississippi Sound. Unlike most
of the Gulf resorts, Gulfport is distinctly
modern. It has a fine, deep-sea harbor,
with a channel three hundred feet wide
and seven miles long. The oldest town
on the Gulf and the third oldest in the
United States is Biloxi. Settled in
1699, it was the first capital of Louisi-
ana. The town is picturesque and
still retains something of the atmos-
phere of early French and Spanish asso-
ciations.

One of the most delightful of the
Southern cities is Mobile, Ala. It was
also founded in 1699 and is located on
Mobile Bay and River. It has many
historic landmarks, and is one of the
show places of the South. Pensacola,
Fla., is also an important historical
point. Lee Square, a mile from the bay
and ninety-five feet above sea level, is
part of the site of the fort built by the
British and named Fort George when
Florida was ceded to England after the
French and Indian War. The British
were later driven out by the Spanish,
and the name Fort George was changed
to St. Michael. Here, again, occurred a
battle when General Andrew Jackson
blew up the fort in 1812.

The forts at the mouth of the bay,
Pickens, McRee and Barrancas, wit-
nessed strife and bloodshed during the
Civil War. Barrancas is now disman-
tled, but McRee and Pickens are thor-
oughly equipped with heavy masked bat-
teries and are modern forts.

The Syracuse Song Book.

COLLEGE graduates everywhere,
especially those of Syracuse Uni-
versity, will be delighted with
the beautiful Syracuse University Song
Book, the official publication, indorsed
by Chancellor Day and edited with great
care by J. Hermann Wharton. The
music accompanies the words in nearly
every instance and all the old Syracuse
songs have been included. Unlike many
other college song books, it contains
very few things that have not a local
color—that is, it is distinctly Syra-
cusean. Copies have been sold all over
the world and have been enthusiastically
received. The book is handsomely pub-
lished and neatly bound in fine blue
cloth, with a cover design in gold. It
contains over 150 pages and retails for
\$1.50 per copy. Address J. Hermann
Wharton, editor, 823 Westcott Street,
Syracuse, N. Y.

A Striking Photograph.

IN ITS issue of May 23d LESLIE'S
printed a fine photograph of the
new causeway at Galveston, Tex.
Through inadvertent erasure of the name
of the photographer, the latter did not
receive proper credit. The photograph
should have been credited: "Copyright
by Maurer."

In answering advertisements please mention "Leslie's Weekly."



The Howard Watch

SIX hundred thou-
sand Americans go
abroad every year.

Once the American tourist pre-
ferred a foreign watch. Now he
goes to Europe with a HOWARD
bought here—or comes back with
a HOWARD bought there.

He has an example in the ship's
officer on the dock, who orders up
the gang plank on HOWARD time.

You find more and more of the
responsible men carrying HOWARD
Watches.

The great railroads started it.
The time inspectors of 180 Ameri-
can railroads have officially certified
and adopted the HOWARD.

It is carried by leading technical
men—by the heads of great indus-

trial and commercial enterprises—
by scientists—by army and navy
officers and government officials.

Many a man buys a HOWARD
for the sheer pleasure of owning
the watch that is so well spoken of
by men whose opinion he respects.

A HOWARD Watch is always
worth what you pay for it.

The price of each watch is fixed
at the factory and a printed ticket
attached—from the 17-jewel (double
roller) in a Crescent Extra or Boss
Extra gold-filled case at \$40, to
the 23-jewel at \$150—and the
EDWARD HOWARD model at \$350.

Not every jeweler can sell you a
HOWARD Watch. Find the HOW-
ARD jeweler in your town and talk
to him. He is a good man to
know.

Admiral Sigsbee has written a little book, "The Log of
the HOWARD Watch," giving the record of his own
HOWARD in the U. S. Navy. You'll enjoy it. Drop
us a post-card, Dept. U and we'll send you a copy.

E. HOWARD WATCH WORKS, Boston, Mass.

No More Corns

No More Dangerous Paring

Nobody needs to suffer from corns
since Blue-jay was invented.
Millions apply this little plaster.

The pain stops in-
stantly. Then the B
& B wax gently loos-
ens the corn. In 48
hours the whole corn
comes out—root,
callous and all.

Blue-jay has done
that for fifty million
corns, without any
soreness, any
trouble, any delay or
discomfort.

Common treatments mean just a
brief relief. Blue-jay ends the corn.

Paring a corn just removes the top
layer. The main part is left to grow.
And in myriads of cases paring causes
infection.

All those methods are wrong. Soon
or late the corn must be removed.
Why trifle and delay?

Blue-jay removes it in two days.
In the meantime you forget it.

Please prove this—for your own
sake. It is the only right way to
treat corns.

A in the picture is the soft B & B wax. It loosens the corn.
B protects the corn, stopping the pain at once.
C wraps around the toe. It is narrowed to be comfortable.
D is rubber adhesive to fasten the plaster on.

Blue-jay Corn Plasters

Sold by Druggists—15c and 25c per package

Sample Mailed Free. Also Blue-jay Bunion Plasters (148)

Bauer & Black, Chicago and New York, Makers of B & B Handy Package Absorbent Cotton, etc.

16 Miles Up the Rapids in 3 Hours

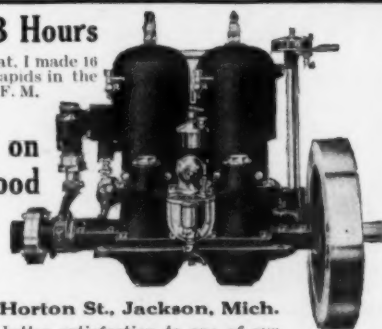
"With your 5 h. p., 2-cyl. motor in my 16-ft. boat, I made 16
miles (from Rock Island to LeClaire) up the worst rapids in the
Mississippi, in 3 hours on about two-third speed."—F. M.
Bacon, 2706 Teck St., Fort Madison.

**L. A. Marine Motors Are Sold on
30 Days' Trial--Always Make Good**

No outdoor sport can equal motor boating if you
have a Lockwood Ash Motor. Write today for our
beautiful 1912 catalog. Gives all details and speci-
fications, and quotes prices that you cannot equal
—quality considered—anywhere.

LOCKWOOD ASH MOTOR CO., 114 Horton St., Jackson, Mich.

Nothing is too much trouble for us if it means better satisfaction to one of our
customers. Our service is as good as our engines. **PROMPT SHIPMENTS GUARANTEED**



FINANCIAL

Modest Savings

We welcome the small investor.
Our specialty is service to men
with modest savings for investment.

Send for Circular 4—
"Odd Lot Investment"

John Muir & Co.
Specialists In
Odd Lots
Members New York Stock Exchange,
71 BROADWAY, - NEW YORK

"The Bache Review"

The Weekly Financial Review of J. S. Bache & Co., Bankers, 42 Broadway, New York, quoted weekly by the press throughout the United States, will be sent on application to investors interested.

Advice to individual investors
given on request.

Leslie's Weekly requests you to mention this paper when
writing for above Review.

FRACTIONAL LOTS

We issue a Booklet

Advantages of Fractional Lot
Trading

Orders Executed in Unlisted Securities

J. F. PIERSON, Jr., & Co.
(MEMBERS N. Y. STOCK EXCHANGE)
74 BROADWAY, N. Y. CITY
884 Columbus Ave.

New York Telephone Co.

First and General Mortgage
4½% Gold Bonds

The assets of the New York Telephone Company, after the introduction of the proceeds of this issue of bonds, as reported by the President, will exceed \$230,000,000, or more than (3) times the \$69,000,000 outstanding of this issue, plus \$3,567,000 of prior liens.

Net earnings of nearly (5) times interest charges; the high character of the security, and the certainty of a broad market make these bonds, in our opinion, desirable for institutions, estates, and conservative investors.

Price on application
to yield about 4.54%

Circular No. 975 on application

George H. Burr & Co.
BANKERS

14 Wall Street Rookery Bldg.
NEW YORK CHICAGO
Boston Philadelphia St. Louis San Francisco

\$100 Bonds

The kind Banks, Trust
and Insurance Companies
buy. List of 90
\$100 and \$500 Bonds
paying 4 to 6%; small
payment plan. Write
for List L 24.

Beyer & Co.

"The Hundred Dollar
Bond House"
52 WILLIAM ST.
New York

INVESTORS

SHOULD WRITE FOR OUR
LATEST BOOKLET DESCRIBING

**HIGH GRADE
SOUTHERN BONDS**

STATE MUNICIPAL LEVEE
DRAINAGE & CORPORATION
NETTING 4% TO 6%

HIBERNIA BANK & TRUST CO.
CAPITAL & SURPLUS THREE MILLION DOLLARS
P. O. Box 732 NEW ORLEANS



CARL R. GRAY.

Formerly president of the Pacific Coast Hill Lines, recently elected president of the Great Northern Railway, to succeed Louis W. Hill, who may become chairman of the railroad's board of directors.



GEORGE W. BABB.

United States manager of the Northern Fire Insurance Company of London, Eng., who was re-elected president of the National Board of Fire Underwriters, at the latter's recent session in New York.



WILLARD V. KING.

President of the Columbia Knickerbocker Trust Company of New York, formed by merging the Columbia Trust Company and the Knickerbocker Trust Company. The new company's deposits exceed \$55,000,000.

Jasper's Hints to Money-makers

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of Leslie-Judge Company, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York.

THE MARKET is ready to move upward. There can be no question about that. It was put to the test recently. But there can be no strong, well-sustained, continuous upward movement under existing conditions. It would be dangerous to have it.

Before the market can rise, we must have a better idea of the crop situation and the outcome of the presidential election. There are those who say that, regardless of these two factors, stocks can and should advance. In confirmation of this belief, they recall the recent short, sharp bull movement. The very fact that this movement did not last sustains my contention.

If crops should be normal, if conservative presidential candidates should be named, and if this brought assurance that a reckless policy of tariff-tinkering, trust-busting and railway-smashing would no longer be pursued, we should enter upon an era of prosperity unequalled in our recollection.

It is a fact that the railroads of this country, as a single industry, would today be spending hundreds of millions of dollars for new equipment, new rails, new cars and for extensions in new territory but for the fact that, under existing conditions, they find it difficult to raise the necessary capital.

Every workingman is interested in this matter. If the working masses come to understand it, as they surely will some day, just as under McKinley's teachings they came to comprehend the policy of protection, they will compel our legislators to pursue a more just and conservative course.

Those who have supreme faith in the sense of justice and fairness of the American people have faith in the future of the country. They believe that in due time the stock market will reflect the return of prosperity. This accounts for the disposition of many speculators to hold on to the securities they now own and to accumulate others whenever the market declines.

E. T. Z., New York: Hold your Virginia Carolina Chemical in the hope that the market will have an upward swing again. The business is profitable and earnings favorable. No action on the dividend has been taken.

G., Sioux Falls, S. D.: 1. \$150 an acre for land in an undeveloped section of Mexico, where land is very cheap, is a pretty big price. 2. I see nothing attractive in the proposition of the Associated Tropical Plantation Co. from the standpoint of an investment.

New York Bonds, Newark, N. J.: The 6 per cent. bonds which can be bought on annual payments and in small amounts are those of the New York Realty Owners, 480 Fifth Ave., New York City. Write them for their "Circular 18."

C., Cohoes, N. Y.: Better put your money in something else than shares of a newly organized insurance company which will use your

money to start the business. Insurance companies are not making as much money as promoters are representing and their stocks are speculative.

C., Kenyon, O.: It is difficult to tell any one how to invest money so as to "make the most of it." I spend most of my time in trying to prevent my readers from losing money by listening to the seductive tales that promoters of all sorts of mining, plantation, real estate, oil, magazine, patent and other gold brick schemes are telling. Keep your money in a savings bank, read this department carefully and qualify yourself to make a venture in Wall Street if you are inclined to speculation.

Eager, Memphis, Tenn.: U. S. L. & H. has not advanced from \$2 to \$20 a share. When it sold at \$2, the par value was only \$10. Now the par value is \$100, or ten times the former par and the stock is now ten times the former price. You could have bought it at half the present figure a short time ago. It may still have speculative possibilities, if you are looking for a speculation only. Slattery & Co., brokers, 40 Exchange Place, New York, deal largely in U. S. L. & H. and send you a circular of information on application to them.

Mechanic, Detroit, Mich.: The way to make your savings tell is to keep them busy earning money. No money need lie idle. You can put your money in a savings bank, or buy a small bond or certificate of deposit. The Realty Syndicate, 1236 Broadway, Oakland, Cal., offers 6 per cent. certificates for \$100 or more on small monthly payments and gives as its reference "any bank in San Francisco or Oakland, California." You can write to it for its free folder entitled "Six Per Cent in the West." You can also write to the references it gives.

Safety First, Boston: Absolute safety will be found, as a rule, in bonds such as savings banks are permitted to buy, or such as the government accepts as security for postal bank deposits. You are foolish to accept only 2 per cent. for your money in a government postal bank when you can get from 4 to 5 per cent. by buying exactly the same bonds as the government or savings bank accepts as security. These bonds yield from 4 to 5 per cent. Get a free circular descriptive of them. Write for it to the New First National Bank, Department 8, Columbus, O.

Investor, New Orleans: It would be well to divide your investment so as not to have all your eggs in one basket. If you prefer \$100 bonds, write to Beyer & Co., \$100 bond house, 52 William St., New York, for their List L 25, of investment savings bank bonds. A first mortgage 5 per cent. gold bond for \$500 can be had from Ashley & Co., 111 Broadway, New York. They are highly recommending the Blue Ridge Electric Co. first mortgage 5's. These bonds are to be retired at par and accrued interest, and as the company controls the street railways, electric light, gas, power and steam-heating facilities of the great city of Atlanta besides all its other properties, the bond is well regarded. You might put a part of the surplus also in high-grade Southern bonds yielding from 4 to 6 per cent. You can get a list of these if you will write to the Hibernia Bank & Trust Co., P. O. Box 732, New Orleans, for the latest booklet on high-grade Southern bonds. First mortgage bonds on improved real estate in Chicago netting from 5½ to 6 per cent. are highly recommended by S. W. Straus & Co., mortgage and bond bankers, Straus Building, Chicago. Write to them for their Circular No. 246-A. This house has long made it a practice to redeem its bonds on a small commission, if customers needed funds. I think very well of the New York Telephone Co., 4½ per cent. gold bonds. These can be bought so as to yield a little more than 4½ per cent. Careful investors believe in these bonds and they are being rapidly absorbed. Write to George H. Burr & Co. bankers, 14 Wall St., New York, for their "Circular No. 975" which will give you all the information you need.

(Continued on page 733.)

In answering advertisements please mention "Leslie's Weekly."

FINANCIAL

New England Fortunes

The competencies that many New England families have acquired are the result not alone of thrift, but of wise investments in the securities of successful, well-managed local manufacturing enterprises. Those securities were bought to hold for the substantial, uninterrupted income derived from them.

Opportunities to duplicate those investments still exist. Let us give you exact and detailed information regarding manufacturing preferred stocks with unbroken dividend-paying records that will yield you 5 to 7 per cent.

Our 40-page June circular contains an interesting discussion of the relative merits of these preferred stocks and typical investment bonds. Send for it.

Turner, Tucker & Co.

BOSTON
24 Milk Street

NEW YORK
111 Broadway

6% SHORT TERM 6%

California Investments

We have prepared a folder entitled "Six Per Cent in the West" describing in detail the 6% Investment Certificates of the Realty Syndicate of Oakland, California.

We would like to send you the facts about
"SYNDICATE SIXES"

Your investments are protected by assets in excess of \$13,000,000.

Certificates are issued for any amount from \$100 up, for one year or more.

You can purchase a Certificate on small monthly payments if desired.

The Realty Syndicate is one of the strongest corporations of its kind in America and have been issuing these debentures for 17 years.

LET US MAIL YOU

"6% in the West"

THE REALTY SYNDICATE

Paid Up Capital and Surplus \$8,182,811.12
OAKLAND, CALIFORNIA

1236 Broadway
Reference: Any bank in San Francisco or Oakland, Cal.

The Purchasing Power of a Dollar

is decreasing. To meet the increase in the cost of living, you should build for the future now.

A high-class public utility bond, purchased from time to time, will insure you against want in old age and from misfortune at any time.

We are offering closed underlying first mortgage public utility bonds, which you can purchase by making a small payment now and the rest in easy monthly amounts.

These bonds are fully protected by the company's net earnings, which are more than 15 times the interest charges on this issue.

Write for Descriptive Circular C.

Ashley & Co.

111 Broadway, N. Y.

Third Nat'l Bank Bldg.,
Atlanta, Georgia.

200 Devonshire St.,
Boston, Mass.

DOWNTOWN CHICAGO 1ST MORTGAGE BONDS
To Net 5½ & 6%

We own and offer First Mortgage Bonds in denominations of \$500 and \$1,000, secured by improved, income-producing, centrally located property in the business heart of Chicago. We recommend these securities to conservative investors who seek the perfect unity of safety, stability, income and convertibility. Write for particulars and Circular 246A.

S.W. STRAUS & CO.
MORTGAGE & BOND BANKERS
STRAUS BUILDING, CHICAGO.

SAFE & SURE INVESTMENTS
Are the only kind we offer. We sell no speculative securities of any kind—nothing but high-grade

Municipal Bonds
Many of them Tax-Free
The same kind which the U.S. Gov't finds good enough as security for

Postal Bank Deposits
But instead of the 2% the Postal Banks pay, these U.S. Gov't Bonds yield from 4% to 5%

Write for Free Circular
New First Nat'l Bank, Dept. 8 Columbus, O.

The Astor Estate

THE secret of the Astor millions is simple. They were accumulated from the natural income and increase in value of New York land. From the beginning of the Astor Estate, land was bought to own forever. It was held for the unearned increment.

THE New York Realty Owners have been conducting their business on precisely the same basis for sixteen years. Only strategically located New York land is acquired—for permanent possession—never for speculation. This means safety.

THERE is nothing complicated or obscure about our business. The management is composed of men who have made New York land a life study and who have been identified with the company since its inception.

WHEN you buy the bonds of this company, you associate your money with the most efficient and one of the strongest realty organizations in America.

WE offer \$100 BONDS based on New York land—affording a fixed income of 6% with privilege of participating in the full profits of the business.

Write for Circular 18 for full details

New York Realty Owners

Resources \$3,500,000
Cap. & Sur. \$2,500,000
489 FIFTH AVENUE, NEW YORK

GOOD SECURITIES

such as
United States Light & Heating Co.

Preferred and Common, and
F. W. Woolworth Co.

Preferred and Common
Can be bought through us upon the initial and partial payment plan.

Full Information on Request.

SLATTERY & CO.

DEALERS IN STOCKS AND BONDS
Est. 1908 40 Exchange Place, New York

OFFICE SPACE IS MONEY

Don't Waste It!

Every square foot of space in your office has value. Use it to the best advantage by installing

CHLART STEEL

TYPEWRITER STAND AND CABINET
SAVES TIME, RENT AND MATERIALS
and INCREASES EFFICIENCY

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Jasper's Hints to Money-makers.

(Continued from page 732.)

Information, Okla.: 1. With good crops and conservative Presidential candidates, the railroad situation should improve and Missouri Pacific and Rio Grande Pfd. sell higher. 2. Del. & Hud. is a safer speculation.

W. D., New York: Braden Copper has a bonded indebtedness of \$4,000,000 ahead of the stock. The par value is \$10. With an advance in the price of copper, it offers a speculative opportunity, but it is now selling pretty high for a non-dividend payer.

B., Providence: If you want to put your money in oil, buy something paying dividends. The Texas Co., paying 6 per cent. and a number of Standard Oil stocks paying dividends can readily be bought. It is better to buy a few shares of these than to have a large number of purely speculative shares like Buick.

S., San Diego, Calif.: The Yavapai Metals, Mining & Reduction Co. of Arizona has nine claims not far from Humboldt, but a great deal of money will be required for their development. The capital of \$1,500,000 looks excessive. The stock must be regarded as highly speculative.

B., Providence, R. I.: Any broker will buy Anglo-American Oil Company stock for you. W. Gilbert Elliott & Co. are specialists in Standard Oil stocks, 37 Wall St., New York City. Write to them for their "Circular X 140," giving full information as to earnings, price and so forth of oil securities.

S., Tabor, S. D.: 1. The purchaser of Allis-Chalmers Pfd. or Wabash must be prepared to pay an assessment as both are being reorganized. Better try something else. 2. If one is well informed in reference to the operations of the Board of Trade, he can do as well in speculating in grain as in stocks.

D., Waterbury, Conn.: Careful investors are not purchasers of shares in any of the numerous new insurance companies which have been floated in the last few years. If the business is as profitable as the prospectus would indicate, the parties would not have to go out of Washington to get all the capital they need.

S., New Orleans: American Cities Co. stock represents a public utility holding company which has acquired control of several excellent properties in the South. Such companies are not always assured of fair treatment by municipal and legislative authorities. The shares are not in the investment class.

R., Chicago: The North Butte Extension Copper Mining Co. is reported in the Copper Handbook as dead and "a bad egg." If you had bought a stock listed on an exchange, you would have had something to show for the money you put into your thousand shares of a worthless stock. The experience may be worth all it cost.

R., Detroit: If railroads were permitted to make a slight increase in freight rates to offset the increase in wages, Denver Rio Grande Pfd. and railway shares of a similar class, could once more be restored to the dividend-paying list. If attacks on the railroads continue, they will foreshadow a period of bankruptcy for many.

Investors, Haddon Heights, N. J.: 1. Texas Oil, like all well-established oil companies, is showing increasing earnings. I called attention to it when it sold 20 points lower. Insiders still seem to be holding for higher figures. It is a speculation, not an investment. 2. If a conservative Democrat were elected to the Presidency, prosperity would be stimulated.

Ruthven, Jacksonville, Fla.: The inventor and former President of the Ruthven Railway Signal Company has been arrested by the Post Office authorities charged with making the untrue statement in his advertising circulars that his train-stopping device would be favored by Congress. Mr. Ruthven denies the charge. I have always advised against the purchase of the Ruthven stock.

Money Mad, Duluth: U. S. Steel Common at present pays about 7 per cent. to the purchaser, Union Pacific less than 6 per cent. The latter is the safer. The former has greater speculative chances. Almost any stock exchange house will buy small lots for you. John Muir & Co., 71 Broadway, make a specialty of small lots. Write them for their circular No. 4 on Odd Lot Investments.

E. T. M., Milwaukee: A large number of life insurance companies have been floating stock on the most exaggerated statements of the earnings of such concerns. The matter has become so notorious that public attention has been called to it. The insurance business is highly competitive. The old strong companies are covering the field so well that new ones are finding it difficult and expensive to get a footing.

Savings Bank, San Francisco: Many bonds regarded as entirely safe by conservative investors, yield over 5 per cent. and in due time will be in the gilt-edge class. It is well to inform yourself regarding bonds of this character. P. W. Brooks & Co., bond dealers, 115 Broadway, New York, have prepared an excellent list of desirable bonds. Any of my readers can have a copy by writing to Brooks & Co., for their "Circular T. K."

A. S., Chicago: I do not advise anyone to invest his hard-earned money in land in a distant State regarding which he knows nothing excepting what its promoters say about it in their rosy literature. The land is always offered at extravagant figures. The difficulties of the situation are never disclosed. Only the bright and sunny outlook is given. Many of my readers have suffered losses from making ventures of this kind.

O., Chicago: The statements made in the

Circular of F. J. Lisman & Co. in references to the advance in the bonds they sold can easily be confirmed from statistical records. I have no doubt as to their truth. The house has for many years made a specialty of investment securities. I agree with the firm that this country has not stopped growing and that with a return to normal conditions investment securities bought at present prices will show a profit.

E., Henderson, Ky.: If you are looking for a "gilt-edged investment," leave the little oil stocks alone. Speculation is one thing and investment another. A speculative oil stock that pays 6 per cent. is that of the Texas Company which has recently advanced from 85 to about 110 and which at one time sold as high as 140. The Texas Company 6 per cent. Debenture Bonds, selling at par and convertible into stock at 150, are not unattractive, as a speculative investment.

Industrial, Seattle: Investors who formerly put their money only in railway securities are now turning to the industrials. Railways are suffering from adverse legislation while industrials are growing in favor. They yield better than the railways. Conservative New England investors have for years preferred industrial securities. Turner, Tucker & Co., 24 Milk St., Boston, have just issued an instructive circular on this subject. Any of my readers can have a copy by writing to them for their "June Circular."

C., Galveston, Texas: A few months ago when the market was drooping, I suggested that low-priced industrials would offer opportunities for a speculative profit if patiently held. The market advanced soon after and carried all of these stocks up from 25 to 100 per cent. If the market should have a recession, these stocks could be bought with promise of an advance. The list included American Ice, Union Bag & Paper, Int. Paper and Beet Sugar Common. Steel Common when it drops toward 60 is usually a fairly safe purchase.

Posted, Jacksonville, Fla.: Some of the most successful operators of Wall Street began by studying a single stock or several of a similar character, and familiarizing themselves with earning and prospects. This is a good method for a beginner. Some brokers appeal particularly to beginners. Alexander & Co., members New York Stock Exchange, 47 Exchange Place, New York, issue a special letter regarding some particular security which they recommend. Any of my readers can have copies of these letters without charge, by writing Alexander & Co. for them.

J., White, Ga.: Established brokers do not like to handle accounts on a reciprocal basis because no one's judgment is infallible and reputable houses do not desire to be responsible for losses. Any number of persons will be ready to take one's money and speculate with it on a basis of sharing profits, but not losses. Leave all such alone. Watch the market, read the financial letters of reputable houses, keep yourself informed, by reading the daily papers, as to the crop, business and political outlook and then bank on your own judgment. If you cannot do this, better keep out of the market.

Chicago: 1. If you want to buy a stock at a certain price, you need only make a satisfactory deposit with a broker, or open an account with him and tell him that when the stock reaches the figure you fix, he is to buy it for you. Brokers are doing this every day for customers. 2. The market can hardly have a strong advance until the crop outlook is ascertained. 3. J. S. Bache & Co., bankers, 42 Broadway, New York, will be glad to correspond with any of my readers who desire to open an account with brokers of established reputation.

Young Woman, Bangor, Me.: The anxiety you feel over making a safe investment of your funds is fully justified, as you are dependent solely on what your father has left you and unfortunately have no other resources. The safest investment would be in bonds of the most approved character. These include railroad, real estate mortgage, industrial corporation and public utility bonds. Have nothing to do with the mining bond. You should take sufficient time to look over lists of securities such as the most prominent and reliable bond houses compile for their customers. Write to Spencer Trask & Co., Bond Department, 43 Exchange Place, New York City, and ask for their bond lists which you can examine at leisure. This house has been established many years and is a member of the New York Stock Exchange. If you will mention Jasper, you will have a prompt and satisfactory reply.

D., New Haven: 1. A speculator goes "short" of the market when he sells a certain stock in the belief that the price is going down. For instance, if Steel Common is selling at 70 and you have reason to believe that it will drop to 60, you can order your broker to sell 100 shares at 70, although you do not have a share of the stock. He sells it at that price and borrows the stock with which to make a delivery. When Steel Common drops to 60, you direct your broker to cover your short sale, and give you the \$10 a share profit (excluding broker's charges and interest). He then buys 100 shares at 60 to replace the stock he borrowed. This is "going short" of the market. The process is reversed when you go "long" of the market. That is, you buy Steel Common, at 70 and when it does go higher, direct your broker to sell, and take the profit between the buying and selling price. 2. Trading in puts and calls is more of a gamble but quite as safe as any other form of speculation, if you understand it.

NEW YORK, June 20, 1912.

JASPER.



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Whenever you travel, put a Keen Kutter Junior Safety Razor in your bag and you'll never need a barber.

You can shave yourself as smoothly and more quickly than he could do it. The Keen Kutter Junior is so finely adjusted and so well balanced that you can use the same diagonal cutting stroke

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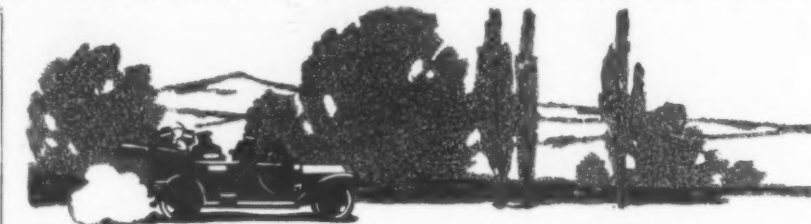
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Motorist's Column

Automobile Bureau

Conducted by H. W. SLAUSON, M. E.

Readers desiring information about motor cars, trucks and delivery wagons, motor boats, accessories, routes or State laws can obtain it by writing to the Automobile Bureau, Leslie's Weekly, 225 Fifth Avenue, New York City. We answer inquiries free of charge.

ONE NEEDS but to glance at credible reports to realize that, whatever may be the prevailing opinion of the general prosperity of this country, the automobile and allied industries are "booming" as never before. Possibly the average motorist does not imagine what immense businesses have been developed as a direct outgrowth of the popular use of the automobile, but figures may serve to impress this fact upon him. As an instance of this, it may be stated that one of the large tire companies is about to erect an additional plant, to cost about \$5,000,000, this extension being necessary entirely because of the growth of the tire business. Another tire company has combined with one of its heretofore rivals, and the resulting organization represents a capitalization of about \$50,000,000. When it is understood that hundreds of millions of dollars are invested in the production of automobile tires alone, it will be realized that attendant upon the manufacture of the motor car are separate industries that have much to do with the general prosperity of the country.

The truth of the old adage regarding the timely stitch and the nine saved thereby is never better exemplified—so far as the automobilist is concerned—than in the case of tire repairs. A small and unimportant-looking break in the tread of the outer casing may develop into a sand pocket and result in a blowout that may cost much, both in time and money, to repair. Had this small cut been vulcanized as soon as it made its appearance on the tread, the tire would have been rendered as good as new. Furthermore, these small repairs may be made by the owner himself, provided his garage or tool box is equipped with a small vulcanizing outfit, and the delay and cost attendant upon the repair of the large blowout that will surely result if care is not taken will be dispensed with. It is far easier, even for a professional, to repair a small cut in a shoe than to retread the entire casing, and it must be remembered that a poorly vulcanized tire will be short-lived and represents an added expense rather than a saving. If motorists would realize the importance of examining the tires carefully and would repair a surface cut as quickly as they would renew a loose crank shaft bearing of the motor, the tires would demonstrate the fact that rubber, when well treated, can deliver its share of service and satisfaction as well as the steel and other metal parts of the car.

Questions of Interest To Motorists.

ADVISABILITY OF A FIXED SPARK.

H. K. W., N. Y., writes:

"I have had an argument with a brother motorist as to the advisability of driving my car with a set spark. I maintain that the spark should be adjusted to conform to the speed and load of the motor, but my friend states that I would obtain good results if I left the spark at the center and did not touch the lever."

There are many good cars that are now made with no spark lever on the steering wheel. These cars are thus operated with the spark set to occur at the top of the explosion stroke. This arrangement is very satisfactory for the man who desires to simplify driving as much as possible, and it has been found that the motor will give good results under all conditions. As high an efficiency cannot be obtained under these conditions, however, as would be the case were the spark to be properly set to correspond to each change in speed and load of the motor. The spark should only be advanced when the motor is running at high speed, and consequently, to

a certain extent, the spark lever may be operated in conjunction with the throttle. It is rather difficult for any but an expert to obtain exactly the proper combination of spark and throttle positions, and, therefore, the average driver may find the fixed spark to be preferable to one capable of advance and retard. It must be remembered that a late spark can be almost as harmful to the motor as one that occurs too early.

TRANSCONTINENTAL ROUTES.

A. L. G., Mo., asks:

"Are there any transcontinental routes at present being mapped out? If so, can you tell me the general condition of the roads and the possibility of touring from coast to coast in a light five-passenger car."

In general, it may be said that there are three main routes across this country; but as each one subdivides at various points, a tourist may traverse the continent many times without retracing his tracks. I understand that a prominent pathfinder and one who has done much to map out the roads of this country is about to start on a transcontinental trip that will include a careful survey of every foot of each of three best known routes—the northern, southern and central. Although this means that this pathfinder will make three complete trips across this country, the information that he will obtain will be dependable in every respect and will be of great assistance to motorists, such as yourself, who contemplate long-distance touring. From the reports of those who have crossed this country in automobiles, it seems entirely feasible to make the trip in a light car at certain seasons of the year.

LIGHTS AND THE MAGNETO.

J. W. S., Mo., inquires:

"Would it be possible for me to equip my car so that current for electric light could be obtained from my magneto?"

There are some electric generators made that produce current suitable both for the ignition system of the car and for operating electric lights. These are a special type, however, and are not found on the majority of factory-equipped cars. The ordinary magneto generates alternating current, and while this, if produced at the proper voltage, will operate electric lights, it is not the kind that can be used for charging storage batteries. It is evident, of course, that the current for operating the lights must be obtained from storage batteries when the motor is not running and the magneto is idle. Consequently, unless your magneto is of the direct-current type, it is not feasible for you to use it in connection with an electric-lighting system.

ADAPTERS FOR OIL LIGHTS.

H. W. P., N. J., says:

"I purchased my car fully equipped with acetylene headlights and oil side lamps. I am now installing an electric lighting system on the car and desire to know if it will be necessary for me to buy new lamps or if I may convert the old ones to my purposes."

Both your acetylene headlights and oil side lamps may be converted to use electric current by means of adapters manufactured for the purpose. These adapters consist of electric-light sockets, which may be clamped to the acetylene or oil burner of the lamp and connected by wires with the source of the lighting current. These improvised electric lamps work exceedingly well, but it is not probable that you will obtain quite the same efficiency from your headlights as would be the case were you to use the lenses and reflectors that are especially made for electric lights. To obtain these special headlights, however, would represent a considerable additional cost which may be saved by adapting the acetylene burners to the electric lights.

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Capillary Attraction Keeps the Parker From Leaking

WHEN you set an ordinary fountain pen in your vest pocket, point up, gravity pulls most of the ink down into the reservoir. But Capillary Attraction holds some ink in the feed tube.

When your body heat—98 degrees—gets to the air in the pen, that air expands and belches up through that inky feed tube; blows ink out around the pen point; muzzes the writing end of the pen, and your fingers when you remove the cap.

Do you see why ordinary fountain pens are compelled to leak and smear?

But the Parker Pen is compelled to not leak.

The Parker, you see, has a curved feed tube, the tip of which touches the barrel. (Note X-ray photo on right.) That touch starts a downward Capillary Attraction which pulls all the ink down out of the feed tube the instant you set the pen in your pocket, point up. This feed tube is the famous Parker Lucky Curve.

Thus Capillary Attraction, which makes other pens leak, keeps the Parker from leaking. Parker Pens write smooth and easy. Spear Head Ink Controller regulates a blotless flow. 14k gold pens tipped with polished Iridium never scratch or hitch.

Standard style Parker Lucky Curve Pens \$1.50, to \$250.00, according to size and ornamentation.

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Parker Jack Knife Safety Pen can't leak, even if you carry it upside down. Also small size for ladies. Prices, \$2.50 and up.

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Men's Fashionable Clothes and Furnishings tailored after latest New York designs. We will trust any honest man anywhere \$1.00 deposit. We guarantee a perfect fit. Send for our samples and big catalogue of latest fashions and furnishings free.
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Largest Credit Tailors and Outfitters
19 Park Place,
through to Murray St., N. Y. City
ON CREDIT BY MAIL

CHALLENGE
WATERPROOF
REAL MONEY SAVERS
Entirely different from the ordinary waterproof collar in style and appearance. You can't tell them from linen. Collars 25c—Cuffs 50c. At dealers—Style Book free
THE ARLINGTON CO.,
Established 1883 725 Broadway, N. Y.

LEARN AUTOMOBILE BUSINESS
Demands for our graduates as chauffeurs, automobile salesmen and repairmen exceeds supply. We teach a branch of the business by mail in 12 weeks, furnishing you employment from which you should earn more than enough while studying to pay for course. Only school that loans each student working model of automobile while studying and gives preparatory training for auto factories. Write for Plan C.
Automobile College of Washington, Washington, D. C.

The Centennial of a Noted State's Capital.

(Continued from page 722.)

preceding Appomattox and the Canadian border, it necessarily formed the highway connecting the East and the West. All the trunk lines of railway passed through it, as do those of to-day.

By either birth or residence when elected, Ohio has contributed seven Presidents to the United States, or more than a fourth of the whole number. These are William Henry Harrison, Ulysses S. Grant, Rutherford B. Hayes, James A. Garfield, Benjamin Harrison, William McKinley and William H. Taft. Two Vice-Presidents—Thomas A. Hendricks and Charles W. Fairbanks—were born in that State. So were many justices of the United States Supreme Court—Chase, Waite, Swayne, Matthews, Woods and Day—the first two being chief justices. John Sherman, William R. Day and John Hay were Secretaries of State who came from Ohio. Many heads of the treasury, including the great finance minister of Civil War days, Salmon P. Chase, were Ohio men, and the State contributed many other members of Cabinet posts. In literature with Howells and others, in art with Powers, in journalism with Halstead and Whitelaw Reid, in invention with Edison, the State has given to the country some of its leading spirits.

When, after a long series of defeats, the North was particularly anxious for a victory in the Civil War days, an Ohio man furnished it. This was Grant, at Fort Henry and Fort Donelson, in February, 1862. Next to Grant in activity and influence in bringing the war to an end and in saving the nation were two other Ohio men, Sherman and Sheridan, the latter born at Albany, N. Y., but removed to Ohio at a very early age. All were prominent at the front of the fighting until Lee's and Johnston's veterans stacked arms for the last time and the Confederacy collapsed, and they contributed more toward that result than any other men in the army.

Flyers and Flying.

(Continued from page 725.)

the percentage ranges from twenty to thirty-five of the net earnings. One familiar with the expenses incurred in the transportation of a machine, the hiring of mechanics, rent of hangars and purchase of fuel and sundries, even down to the tips paid out to the various hangers-on, will be able to figure this down to about ten per cent. or less of the gross. Many of the most famous flyers of to-day are working for a comparatively small salary. Others are working for a salary and a small percentage. In every instance, unless the aviator owns his machine and conducts his own business engagements, the lion's share of the earnings goes to the manufacturer or firm furnishing the machine.

For the young girl asking the advisability of choosing a course in an aviation school instead of a business college, I can only answer that success in either one depends entirely upon herself. If she becomes a skilled aviatrix, she may put her knowledge to use in various ways. If she has sufficient financial backing, she might start a school for women or she may simply take up exhibition work on percentage. If she does not become skilled and she does not own her machine, she may lose a great deal of money both for herself and for her financier.

Regarding the demonstration of new machines: It does not seem to me to be exactly the right kind of work for a woman flyer. However, there is no reason why a woman flyer could not do this work if she so chooses. If she be a skillful pilot, it would naturally be an excellent advertisement for the firm to have her demonstrate their machines for them. But she must take into consideration that demonstrating new machines which have not been previously tested as to their flying qualities is a dangerous proposition. The engines are fully tested on a standard before being installed in a machine, but there is no way of testing the stability of the machine itself until it is taken into the air. The remuneration for a demonstrator is, therefore, considerably more than that of a mere flyer. Some of the best men flyers in Europe are engaged in this work. Only a very good flyer could hope to succeed in it.

GREAT BEAR SPRING WATER.

50c. per case of 6 glass stoppered bottles.

In answering advertisements please mention "Leslie's Weekly."

For All Who Walk Fast and Far

—also for those who want good style and the new, smart summer colors

"Holeproof" is for busy people, for those who walk hard all day.

For here is the wear with the comfort and style. No one wants to wear hose that are heavy and coarse. "Holeproof" are light, soft and attractive. Yet six pairs are guaranteed six months. You can have them in gauzy weights if you want them. You can have them in cotton, or silk (three pairs guaranteed three months). There are twelve colors, ten weights and five grades. And "Holeproof" are made for men, women and children. We spend \$55,000 a year just to inspect "Holeproof"—to see that each pair is perfect.

Yarn at 70c Per Pound

We pay for the yarn the top market price—an average of 70c a pound. We could buy yarn for 30c. But ours is Egyptian and Sea Island cotton. More than a million people are wearing these hose to-day. Hose made with a lesser yarn never will equal the genuine "Holeproof."

Be sure you are getting the genuine—look for the trademark and this signature—**Holeproof**.

The genuine "Holeproof" are sold in your town. We'll tell you the dealers' names on request, or ship direct where there's no dealer near, charges prepaid, on receipt of remittance.

FAMOUS Holeproof Hosiery FOR MEN WOMEN AND CHILDREN

Prices of six pairs cotton goods guaranteed six months for men, women and children, range from \$1.50 to \$3, according to finish and weight.

The silk "Holeproof," three pairs guaranteed three months, cost \$2 for the three pairs of men's, \$3 for the three pairs of women's.

HOLEPROOF HOSIERY COMPANY, Milwaukee, Wis.
Holeproof Hosiery Co. of Canada, Ltd., London, Can., Distributors for Canada

Are Your Hose Insured?

(351)

Write for free book, "How to Make Your Feet Happy."

ÆTNA-IZED?



WHY NOT BE ÆTNA-IZED WITH A TEN-DOLLAR BILL

Ten Dollars will insure you for one year under the famous
ÆTNA TEN DOLLAR COMBINATION

In extent and variety of protection without a rival. For \$10 this policy pays

\$2,250.00 for death from travel or burning building accident

1,250.00 for death from ordinary accident.

250.00 for death from natural causes. Paid at once upon receipt of certified copy of official certificate of death.

It also pays liberally for loss of limb or sight, and provides weekly indemnity for accidental injury that results in total or partial disability. The payments for accidental loss of life, limb or sight increase each year without additional cost, and make a possible payment of \$3,250.00.

\$3,250.00 Insurance for \$10.00

Send in the coupon to-day

Ætna Life Insurance Co. (Drawer 1341) Hartford, Conn.

Tear off

I am under 65 years of age and in good health. Tell me about ÆTNA Ten Dollar Combination. My name, business address and occupation are written below.

Why an Age of Luxury Is One of High Prices

By CHARLTON BATES STRAYER

AN AGE of luxury must pay luxury's price. This generation sets a strenuous pace, but the ease and luxury of to-day are in striking contrast with the simplicity of life of even a generation ago. From a rural people we have become a nation of city dwellers; our prosperity has grown by leaps and bounds. Both factors have combined to demand new comforts and more luxurious living. In our home furnishing, food, dress, recreation and pleasures, we have reached a higher general level than that attained at any other period in the history of civilization. The apartment house with every known device for the ease and comfort of its occupants compared with the log cabin of pioneer days, the regal splendor of the modern hotel contrasted with the old-time tavern with its simple appointments mark the change that has taken place. No one would push back the hands of the clock, but if we continue to live on a plane of luxury we must not complain at the cost. A people dressing in silks and costly furs, satisfied with only the best for the table, traveling by fast express trains and automobiles, paying exorbitant prices for the theater, enjoying telephone, telegraph and a thousand other modern conveniences, must be willing to pay the price.

In no one respect has the increased cost of living been more felt than in the price of foodstuffs. Because of his prosperity, many have blamed the farmer for the excessive cost of his products. Following the congressional inquiry of 1910 into the high cost of living, Secretary Wilson, of the Department of Agriculture, started an investigation to determine to what extent the farmer profited by the enhanced cost to the consumer. As the result of that investigation, he shifts the responsibility from the farmer to the shoulders of the middleman. Middlemen, Secretary Wilson estimates, add approximately one hundred per cent. to the price of farm products before they pass into the hands of the ultimate consumer. The investigation covered seventy-eight cities from all sections of the country, and a few examples will show the trend of the conclusions. City consumers paid in 1910 from fifty to seventy-five cents a bushel for potatoes and often more, while the farmers sometimes received only twenty and, in many localities where there was

an overproduction, as little as nine cents a bushel.

There has been everywhere an advance in the price of milk, but the average computed for the entire country gives the farmer who produces the milk but fifty per cent. of the price paid by the consumer, seven per cent. going to the railroad and forty-three per cent. to the wholesale dealer, if there is one in the chain of distribution, and to the retailer who delivers at the consumer's door. The farmer who sells his milk to the creamery receives an even smaller percentage. As a general average for the seventy-eight cities investigated, the creamery receives 86.3 per cent. of the price which the consumer pays for creamery prints. The remedy proposed by Secretary Wilson is the organization of co-operative purchasing associations, buying the products direct from the farmer in car-load lots, the association attending to the distribution. "A distribution of farm products in this simple way has already begun in England," says Mr. Wilson, "where co-operative organizations of farmers are selling by direct consignment to co-operative organizations of consumers in cities. Farmers' co-operative selling associations are numerous in this country, but co-operative buying associations among people of cities and towns are few. Aside from buying associations maintained by farmers, hardly any exist in this country."

In an address before the Farmers' Union, in St. Louis, B. F. Yoakum, the observant and well-informed chairman of the 'Frisco lines, declared that a limited investigation made by himself during the first part of last year bore out everything the Secretary of Agriculture had said as to the part of the middleman in advancing prices. Mr. Yoakum adds some striking illustrations to those furnished by Secretary Wilson: The average price of eggs to the consumer in New York in 1910 was thirty cents a dozen; the average price received by the farmers of Arkansas and Missouri was fifteen cents, the freight charge for the thirteen-hundred-mile haul to New York was only two cents a dozen, while the men who received the eggs in New York in the morning and delivered them during the day cleared thirteen cents on each dozen! A bushel of beans, for which the Florida producer receives \$2.25, has fifty cents transportation

charges added to it on reaching New York and is then sold to the consumer for \$6.40. The rice growers of Texas, Louisiana and Arkansas never get more than two and one-half cents a pound for their product, the freight charge adds one-half cent a pound, but the New York consumer pays ten cents a pound for rice.

Mr. Yoakum proceeds to calculate the cost to New York consumers of their poor distributing facilities. With data available for the articles representing five-eighths of the annual food bill of the city, he finds that for this the farmers received \$274,289,000, the railroads for freight \$25,045,000, and the middlemen for their expenses and profits \$164,813,000, or over sixty per cent. of the entire amount! If the same proportions should apply to the balance of New York's food bill, the amount paid to middlemen would total \$625,800,000 annually, or about three-quarters of a million dollars per day. "New York is in the same position in regard to marketing of provisions," says Mr. Yoakum, "as people would be if they were still relying wholly upon old-fashioned horse cars, coaches and many transfers for inter-city travel. The food problem is not one of trusts, tariffs and other matters with which Washington deals, but simply providing straight and cheap ways open from all gardens and farms to kitchens and tables."

Mr. Yoakum suggests for New York City a tunnel with tracks to be utilized for freight between certain hours, with distributing stations every ten or fifteen blocks for market places, where all table food could be supplied. Conducted under proper regulations, he estimates that the six hundred car-loads of foodstuffs daily coming to New York could be distributed with a saving of \$150,000,000 annually, or \$410,000 daily to the ultimate consumers, and still allow twenty per cent. for handling. The proposals of Secretary Wilson and Mr. Yoakum may seem hard upon the middleman, but if a thousand times as many persons prosper as suffer by his elimination or reduction of his profits, the plan would be for the good of the largest number.

The J. R. Newberry Company, operating seven large stores in Los Angeles, have inaugurated a plan of their own to reduce the size of the grocery bill. In an interesting booklet describing their new system, they say, "We believe that the high cost of living is due in a large

measure to the fact that the producer and the consumer have been so far apart and that there have been so many middlemen's profits." Buying for thirty-one stores and purchasing almost exclusively from the manufacturer or producer, the Newberry Company cut out all middlemen. In addition to giving their customers the advantage from this method of buying, they have now placed all their stores on a cash basis and have reorganized their delivery system. In a single year the cost of their collection and credit department, including interest on running accounts, was over \$30,000—all of which was pure waste. For the majority of their customers it produced nothing, but all had to help pay for it. Their chain of stores is now upon the cash basis and all customers will receive their share of what is thus saved. For those who will still desire to run an account, the deposit plan will be available.

Another luxury of our time for which all must help to pay, whether benefited by it or not, is the free-delivery system. The Newberry Company maintain one hundred and seven head of horses and five automobiles for city delivery, and though more than half the groceries they sell is taken from their stores by the customers themselves, all these have been compelled, under the old regime, to help pay for the delivery system. The new plan provides that the cost of the delivery system shall be borne by those who benefit by it, the charge being determined by the size of the purchase and the distance of delivery. For both classes of customers this is an equitable arrangement, and, according to the calculation of the company, will save over \$100,000 annually to their store customers. To show their good faith with the public, the company have incorporated in their charter and by-laws a provision that in the future no dividends shall be paid in excess of ten per cent. per annum on capital invested in the business, thus removing the temptation to abnormal profits and assuring their patrons of the benefits of all their economies.

The Newberry method is a sincere attempt on the part of food distributors to grapple with the high cost of living. Its main features could be adopted by dealers everywhere, and we have no doubt the Newberry plan will be copied all over the country.

A Remarkable Book.

NO LONGER can it be said that the Bible as a whole is the best seller among books. Its contents have unquestionably been reproduced more than any similar contents, but so much cannot be claimed for its bindings, its covers, which vary in some particulars with different editions.

There has just come to our notice a book with a cover bearing a design which has been reproduced a thousand million times, and with a printer's mark which has been reproduced billions and billions of times. The book in question is one commemorating the luncheon and reception given by the National Biscuit Company, at the dedication of its new million-dollar factory at Kansas City, in September of last year.

The design on the cover which has been so often reproduced is familiar to all as the border decoration on packages of Uneeda Biscuit. The printer's mark inside is what you know as the "In-er-seal." It appears at each end of packages of not only Uneeda Biscuit, but also of hundreds of other products of this company.

Perhaps you do not know its significance. You will recall that it is oval, halved by a single line from side to side, and surmounted by a double cross. This design was taken from a mark of a printer in Venice, Emericus, who lived during the time America was discovered, and who was devoted to printing moral and religious works. This design is so old that its origin goes even further back than pagan history and is lost in "the twilight of fable." During Emericus's day the oval (it was a circle then) represented the earth, and the cross the earth's heavenly rulership. The whole

signified the redemption of man. Today this symbol has come to mean the improvement of business through better standards.

The design on the cover of the book under review and which is familiar to you on packages of Uneeda Biscuit is what is called a "Grolier." It takes its name from a treasure-general of France, of whom Emericus was a contemporary. Grolier loved fine bindings. As often as he found a book which he thought should live, he called in an artist-binder and gave him an order to design several duplicate covers and to inscribe on each "Jo. Grolierii et Amicorum" (Jean Grolier and friends). Through association with this inscription, Grolier designs came to suggest the desire to share enjoyment with others.

Inside the present book is another book-binding design familiar as the border on packages of Nabisco Wafers, which originated with a book bearing the coat of arms of Anne de Montmorency—not a woman, but rather a gallant constable of France. He was the only one of the courtiers who befriended in her distress Diane de Poitiers. She, too, was a lover of fine bindings. Through her influence Henry II. decreed

The Sky Skipper.

HE TALKS about the voyage
That he took upon his ship,
And the dangers of the currents
He encountered on the trip.
He is wise to wind and weather,
And he's competent to steer,
As from the pilot's license
In his pocket would appear.

Yet he never saw salt water,
And he could not for his life
Tell a sextant from a jewsharp,
Or the dog-watch from a fife;
Neither can he box the compass,
But it's easy to explain,
For he is the dashing skipper
Of a racing aeroplane.

MINNA IRVING.

that a copy of every book to which the royal privilege extended should be printed on vellum, handsomely bound and presented to the royal library, the source of some of our choicest books today.

The Grolier design on the cover of the book before us is stamped in gold on polished brown levant. In keeping with it, the cover is lined with brown watered silk. After that follow fly pages of brown, hand-made paper from Italy and body pages of a wonderfully rich cream. The special type and initials by Goudy were drawn after the style of Grolier's day, while the title page and headings, which are in perfect harmony with them, were designed from rubbings of inscriptions on the Coliseum, which the artist secured through a recent visit to Rome. Illustrations in duotone unite to produce a commanding elegance.

Life-insurance Suggestions.

IN ADDITION to a regular life-insurance policy, it is well for any one who can afford it to carry an accident policy in some company of good standing. The cost of such a policy is small, while the protection it affords is

relatively large. If a policy-holder is temporarily disabled by accident, he receives a certain amount of indemnity, which will at least partially make up for loss of salary and assist in paying for medical attendance. Permanent disability entitles one to a satisfactory lump sum. If one loses his life by accident, those dependent on him will receive a sum which is very large compared with the annual premium. At this season of the year, when hundreds of thousands of persons are leaving their homes on excursions or vacation tours, and travel is especially heavy by rail and by water, it is the part of prudence to secure an accident-insurance policy. Especially should the man who cannot pass the medical examination for a regular policy buy accident insurance. The force of many a harrowing mishap is aggravated by the financial straits into which it plunges a bereaved family. If my readers are wise, they will give careful consideration to the merits of the accident policy.

K. Glandorf, O.: Insurance is always safest in the strongest and best established companies. Their cost of management is smaller and their dividends more satisfactory.

W., El Paso, Texas: Your unsatisfactory experience with assessment insurance is that of many other readers. At your age you are insurable in a good old line company. I believe the change would be advisable.

T., New York: The Postal Life is trying the experiment of saving the heavy cost of agents' commissions by doing business directly with its customers. For this reason it offers low rates and large dividends. It is under the scrutiny of the State Insurance Department, to which it must make its reports, and as it does business by mail, it can do it in any State. Its president is an experienced life insurance man. Its report shows a favorable growth. You can obtain a copy by writing to the President of the Postal Life, 35 Nassau St., New York City.

Hermit



Studebaker



How Will Your Car Be Built?

How your car will be built is too important a matter for you to take for granted. It is the crux of the whole question of what you get for your money. And there is today, as there always has been, a vital difference in the construction of different cars. Most cars are good enough, some are better and one or two are absolutely best.

What you really get for your money is determined back in the factories where your car is made. Don't forget that.

And today, just as in the past, The Studebaker Corporation has the largest, the best automobile factories in the world.

The Studebaker-Flanders "20," for example, is built from iron and steels made to our own specifications by Pittsburg mills and every shipment we receive is chemically analyzed to maintain our standard. Our own mighty hammers drop-forged no less than 226 parts for every Studebaker-Flanders "20." Studebaker foundries cast Studebaker cylinders with a degree of accuracy not purchasable in the open market.

All our steel is heat treated and, where necessary, case-hardened in Studebaker ovens and by our own secret processes.

Through all the marvellous milling and grinding operations which transform the rough forging or casting into the finished piece, as delicately measured as a watch, accuracy is the keynote and at every point inspection is rigidly exact.

It is Studebaker manufacture by Studebaker processes, and the genius of it is quantity production by automatic machinery. The hand will make mistakes, the automatic machine, never.

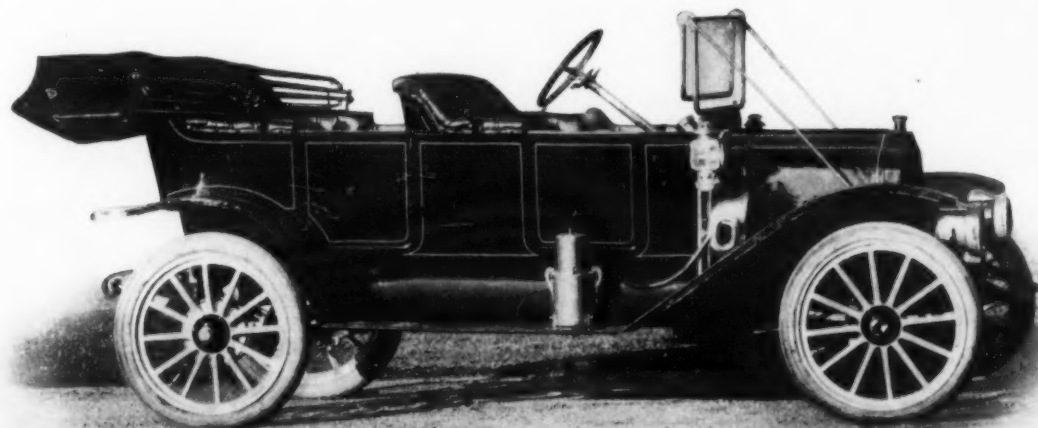
Studebaker cars are not assembled cars in any way. They are built, practically entire, in Studebaker factories. This means a great deal to an owner. How much, any experienced automobilist can tell you. We know, and you can be certain of, your Studebaker car.

If you are offered a car at less money than a Studebaker-Flanders "20," make a few comparisons. Consider the appearance, comfort, transmission design, spring suspension, rear axle and brake construction, sufficiency of bearings, steering gear, and other important features.

If some one urges on you a car at higher price, make the same comparisons, and weigh the fact that the Studebaker system of manufacture enables us to build better and cheaper than any maker with inferior facilities possibly can.

Studebaker cars are one price to all, with a fair profit to the dealer, because they are honestly built and honestly priced. And remember that the dealer must make a fair profit if he is to remain in business.

When you buy a Studebaker-E-M-F "30" or Studebaker-Flanders "20" you get a car built in the best factories in the industry by men whose name for years has been a byword for business honor. You couldn't ask more and you needn't get less.



Studebaker-Flanders "20" Touring Car, standard equipped, \$800, F. O. B. Detroit.
Equipped with Top, Windshield, Prest-O-Lite Tank and Speedometer, \$885, F. O. B. Detroit.

STUDEBAKER MODELS

Studebaker-Flanders "20"		Studebaker-E-M-F "30"	
Touring Car	\$800	Touring Car	\$1100
Roadster	750	Detachable	
Delivery Car	800	Demi-Tonneau	1100
Utility Car	800	Roadster	1100

Our new Art Catalogue B will Interest You. Send for it.

The Studebaker Corporation

Detroit, Mich.



BULL DURHAM
ARMY



The Armies of Europe—all put together—
are not as big as the "Bull" Durham Army



And the cigarette and pipe
smokers of all other high-grade
tobaccos in the world *combined*
do not equal in number the
smokers of good old "Bull"
Durham.

This vast "Bull" Durham
army of peace sends up no smoke of battle. Its pledge
is to Contentment and Good-fellowship.

GENUINE
"BULL" DURHAM
SMOKING TOBACCO

Forty "rollings" in each 5c muslin sack

is no sudden fad. Its loyalty has a history of 52 years.
Three generations have smoked it, and today it stands
higher than ever.

This famous old tobacco does not depend on manufacturing proc-
esses nor fancy packages for its
big success. It has a front rank
position because its deep, rich
flavor and perfect smoking quali-
ties satisfy all smokers all the time.

The homely muslin sack, famil-
iar to smokers the world over, holds
a smoke worthy of *any* pipe—holds
the makings of cigarettes that are
better than the most expen-
sive "ready made."

Try a package of this
glorious old tobacco today.
Find out for yourself how good it is—
at the very first dealer's you come to.

*A book of "papers"
free with each 5
cent muslin sack.*

Blackwell's Durham Tobacco Co.

